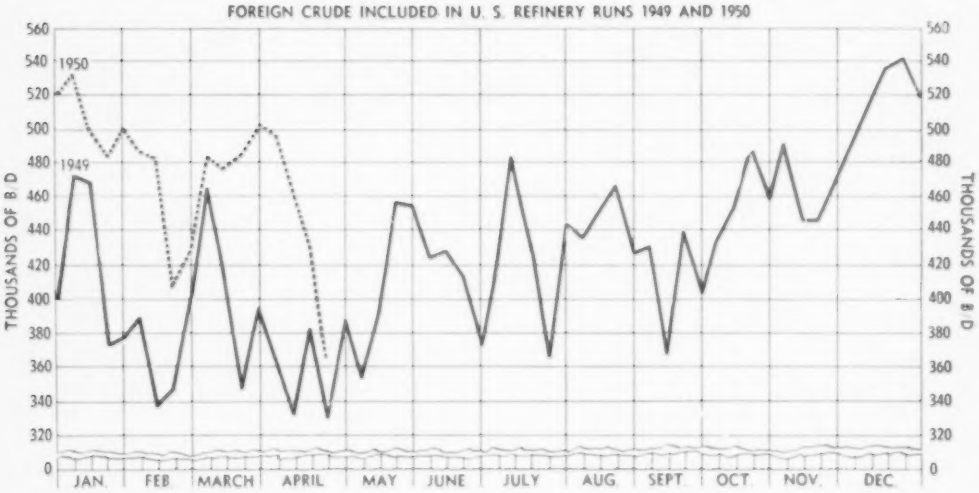
NATIONAL PETROLEUM NEWS

Motorist Gives 'Road-Eye-View' of Service Stations

One motorist, particular about where he buys his gasoline and has his car serviced, by-passes three out of four service stations when looking for a place to stop. He is F. A. Bean, author of several NPN articles in recent years. Mr. Bean estimates he has passed 1,500 stations since 1945 that might have had his business except for "something unsatisfactory" seen from the street or highway. In this issue Mr. Bean answers questions of oil company officials on what he sees while driving that leads him to stop—or continue looking for a "better" service station. P. 22.

U.S. Runs of Imported Crude Below Peak, but More Than 1949



Crude imports included in U.S. refinery runs this year have shown an over-all decline since peak periods last December and January. However, 1950 runs have been well above 1949 levels. Chart shows 1950 foreign crude runs as dotted line, 1949 runs as solid line, with both indicating weekly barrels-daily averages. Since week ended April 22 (final 1950 week shown on chart) runs through the week ended May 20 have risen to a 488,000 b/d average.

PROTECT . . .

your PROFITS and EQUIPMENT

Put Morrison Vent and Escapement Valves on year round duty guarding your profits and equipment. They are engineered to stop evaporation loss and maintain bulk storage safety at the highest level by the relief of excessive pressure due to abnormal conditions.

Bulk Storage Tank Pressure Vent

Fig. 148. An accurate pressure vent built to hold and maintain the pressure for which it is indicated. Made for 2, 4, 6, 8, and 16 oz. pressures.

Bulk Storage Escapement Valves

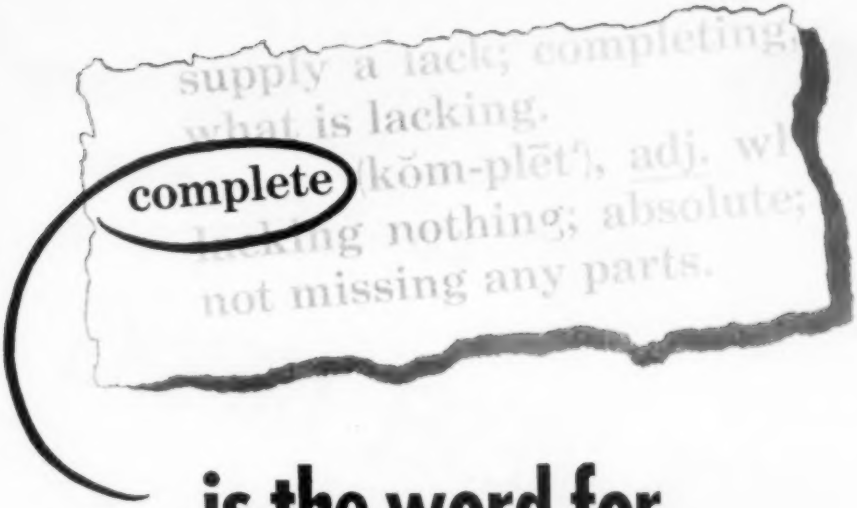
FIG. 143

FIG. 143A

Fig. 143. Combination pressure and vacuum relief valve.

Fig. 143A. Emergency pressure relief valve in the 10-inch size designed for $1\frac{3}{4}$ oz. or $2\frac{1}{2}$ oz. pressure. This valve also has small built-in vacuum relief valve set to operate at 1 oz. vacuum.

MORRISON BROS. COMPANY
OIL EQUIPMENT HEADQUARTERS
DUBUQUE, IOWA



. . . is the word for Ethyl antiknock service

There's nothing halfway about Ethyl antiknock service to refiners.

Throughout twenty-seven years we have been developing a complete antiknock service program designed to assist refiners in attaining the greatest benefit from each cubic centimeter of "Ethyl" antiknock fluid.

The basic idea behind Ethyl antiknock service is to make the octane numbers secured through the use of "Ethyl" fluid the most economical and satisfactory octane numbers the refiner can buy.

ETHYL CORPORATION, *New York 17, New York*

Products sold under the "ETHYL" trade-mark: antiknock compounds . . . salt cake . . . ethylene dichloride . . . sodium (metallic) . . . chlorine (liquid) . . . oil soluble dye . . . benzene hexachloride (technical)

That's the good word coming in from long-haul operators all over the country. Many of these Mack diesel owners find that Mack diesels pay back their extra investment in less than a year—in fuel savings alone.

Reporting on the cost-slashing performance of a Mack Model EQT diesel tractor, one mid-western hauler* says: "From the first day we put this diesel tractor in operation it has been averaging 8.6 miles per gallon, hauling 34,000 lb. payloads. Compared with a gasoline-powered tractor hauling the same loads, running side-by-side, this Mack EQT diesel is saving me far better than 50% in actual fuel costs. At this rate, our Mack diesel will more than pay for itself in no time at all."

Profit-making economy like this can be yours, too, when you switch to Mack diesels. Whether you operate in the 45,000 to 58,000 g.c.w. range, covered by the Model EQT—or up to 73,000 lbs. g.c.w.—there's a thrifty Mack diesel that will give you two-way savings in more miles per gallon at less cost per gallon. See your nearest Mack branch or distributor for a demonstration of what Mack diesel power can do for you.

*Name on request

MACK MODEL EQT DIESEL is proving the answer to lower fuel costs and increased profits for numerous operators in the popular hauling range—45,000 to 58,000 lbs. g.c.w.

Be Profit-Wise

modernize with

Mack

...outlasts them all!

Mack Trucks, Inc., Empire State Building, New York 1, New York. Factories at Allentown, Pa.; Plainfield, N. J.; New Brunswick, N. J.; Long Island City, N. Y. Factory branches and distributors in all principal cities for service and parts. In Canada: Mack Trucks of Canada, Ltd.

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THE NEWS WEEKLY OF THE OIL INDUSTRY

COMING MEETINGS

JUNE

Society of Automotive Engineers, summer meeting, French Lick Springs Hotel, French Lick, Ind., June 4-9.

South Carolina Oil Jobbers Assn., summer meeting, Ocean Forest Hotel, Myrtle Beach, S. C., June 7-9.

American Petroleum Institute, lubrication committee, Book-Cadillac Hotel, Detroit, June 14-15.

Pennsylvania Grade Crude Oil Assn., annual meeting, Hotel William Penn, Pittsburgh, Pa., June 15-16.

Northwest Petroleum Assn., summer business conference, Duluth Hotel, Duluth, Minn., June 19-20.

Automotive Council of Los Angeles, annual national truck, trailer, and equipment show, Pan Pacific Auditorium, Los Angeles, Calif., June 22-25.

American Society for Testing Materials, annual meeting and exhibit of testing apparatus and equipment, Atlantic City, N. J., June 26-30.

JULY

National Butane-Propane Assn., board meeting, Rhinelander, Wis., July 12-13.

Georgia Independent Oilmen's Assn., mid-year convention and golf tournament, Radium Springs, Ga., July 17-18.

Northwest Petroleum Assn., Oil Burner Division meeting, Nicollet Hotel, Minneapolis, July 24-25.

AUGUST

Society of Automotive Engineers, National West Coast meeting, Biltmore Hotel, Los Angeles, Calif., August 14-16.

Kentucky Petroleum Marketers Assn., fall outing, La Fayette Hotel, Lexington, Ky., Aug. 23-24.

SEPTEMBER

Michigan Petroleum Assn., fall meeting, Mackinac Island, Sept. 8-9.

Oil Industry Information Committee, meeting, Traymore Hotel, Atlantic City, N. J., Sept. 11-13.

National Petroleum Assn., Hotel Traymore, Atlantic City, N. J., Sept. 13-15.

American Petroleum Institute, lubrication committee, Hotel Traymore, Atlantic City, Sept. 11.

National Truck Tank and Trailer Tank Institute, Three Lakes, Wis., Sept. 14-15.

National Butane-Propane Assn., annual convention, Hotel Hollenden, Cleveland, Ohio, Sept. 18-19.

Ohio Petroleum Marketers Assn., Netherland Plaza Hotel, Cincinnati, Ohio, Sept. 20-21.

OCTOBER

Indiana Independent Petroleum Association, Inc., Hotel Severin, Indianapolis, Ind., Oct. 12-13.

Oil Progress Week, Oct. 15-21.

South Dakota Independent Oil Men's Assn., Aberdeen Civic Arena, Aberdeen, S. D., Oct. 24-25.

National Lubricating Grease Institute, annual meeting, Edgewater Beach Hotel, Chicago, Ill., Oct. 30-Nov. 1.

NOVEMBER

Mid-Continent Oil & Gas Assn., annual meeting, Roosevelt Hotel, New Orleans, La., Nov. 2-3.

Oil Industry Information Committee meeting, Biltmore Hotel, Los Angeles, Calif., Nov. 11-13.

American Petroleum Institute, 30th annual meeting, Biltmore Hotel and The Ambassador, Los Angeles, Calif., Nov. 13-16.

DECEMBER

Oil Industry TBA Group, annual convention, Edgewater Beach Hotel, Chicago, Ill., Dec. 4-5.

Nebraska Petroleum Marketers, Inc., Hotel Paxton, Omaha, Nebr., Dec. 5-6.

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How can I tell you about it?

(. . . I can't!)

Thousands of Midwestern motorists are discovering that Marathon "Cat" gives a brand-new driving experience that *can't be described* . . . a smooth, powerful performance that's something you have to *feel.*

But dealers can tell

about the sudden increases in gallonage Marathon "Cat" has given them, and about the thousands of car owners who have decided to "just try one tankful and see"—and have kept coming back for more!

MARATHON "CAT" Gasoline

Quick and powerful as a jungle cat

MARATHON

The OHIO OIL Company

Findlay, Ohio • Producers of Petroleum since 1887

AHEAD *of the* NEWS

TIE-IN EVIDENCE—The rest of the country may see more of the mimeographed forms on which service station dealers may report alleged threats made by their gasoline suppliers for the purpose of keeping out competing motor oil and TBA lines. On the West Coast some salesmen for a battery company, at the suggestion of the Department of Justice, have been distributing these forms to dealers who complain of restrictions imposed by their gasoline suppliers against outside buying. An undetermined number of filled-out forms have been collected and turned over to the Department of Justice.

•

TOPIC OF DISCUSSION—Sale of cars equipped with automatic transmissions—both as standard and optional equipment—has exceeded top expectations of most car manufacturers and some makers who have just recently come out with such units are being hard pressed to meet the demand. One automotive sales executive told NPN that if the current trend continues, cars without automatic transmissions may become a drug on the used car market in another two or three years. In view of this demand, it's not surprising to find that automatic transmission papers are scheduled for top discussion at two important forthcoming meetings—the SAE summer meeting at French Lick, Ind., and the API Lubrication Committee session in Detroit, both in June. Paper in Detroit is expected to deal primarily with the need for careful training of service station attendants in servicing procedure for automatic transmissions.

•

LUBE RATE CHANGES?—Rate experts of at least one railroad are looking into lube oil rail rates with an eye to seeking possible revisions which will help boost carloadings of this product. Report is that other products may be studied after action is taken on lubes. If this road's program on lubes is successful, other rails can be expected to follow suit in an effort to regain some of business they have lost to petroleum truck transports and even pipe lines.

•

MINNESOTA PIPE LINE—Indications are that a crude pipe line will be constructed from Superior to the Twin Cities to supply an Independent refiner. Minnesota oil men say the outlook for the new line "looks good." The crude would come from the new Canadian fields, and the Minnesota line would hook up with the contemplated pipe line from the new fields to Superior.

TRY ON FOR SIZE—Oil men in St. Louis are wondering if Standard of Indiana's new 16-pump service station in St. Louis may serve as a trial balloon to show how well a multiple pump station takes hold in the Midwest. Operated by the lessee on a 24-hour basis, the station is said to have been pumping at the rate of 1,000 gals. a day, at the end of the first week, without benefit of a "grand opening" promotion, and without cut price.

•

IMPORTS—One of the leading members of an important congressional oil investigating committee believes firmly that the only thing which actually will be done in Washington about oil imports will be cancellation of the U. S.-Mexican Reciprocal Trade Agreement. Cancellation, which may come within the next month or two, would, in effect, raise the import tax on crude oil from 10.5c to 21c per bbl. This Congressman sees too much support on Capitol Hill by legislators from the big Eastern consuming states for any congressional restrictions on imports. He points out that Eastern marketers and consumers feel they are benefiting from imports.

•

CANNON FIRE—Unless Rep. Cannon (D., Mo.) takes the bit in his own teeth he is not likely to get any action on his proposal (H. J. Res. 423) for a $250,000 monopoly investigation of petroleum by the Federal Trade Commission. The resolution is pending before the House Commerce Oil (Harris) Subcommittee, which wants to make the probe, itself. However, Cannon as chairman of the House Appropriations Committee could give FTC the $250,000 by including such an item in the next appropriations bill. FTC has broad authority already to make such studies, but doesn't now have the money to initiate such a sweeping investigation as Cannon—and the Missouri Farmers Assn., his co-op sponsors—want.

•

ABOUT FACE—The "don't let coal industry die on the vine" sentiment seems to be increasing among utility buyers, thinking being that fuel costs in long run will be lowest if coal industry is strong enough to compete with oil. Latest move in this direction is that of a large eastern utility which plans to step up its coal purchases to about five million tons per year and curtail its bunker oil purchases by about 20,000,000 bbls.

To reduce operating costs

and speed up deliveries in city traffic

Built by Brown Steel Tank Company, Minneapolis, Minn.

THEY BUILT THESE TRUCK TANKS *775 lb. lighter* WITH U·S·S COR-TEN

IN this Chicago fleet of 5-compartment, 1800-gal. capacity fuel oil and gasoline trucks the total weight saved by COR-TEN construction in 27 such units adds up to 20,925 lb. . . . more than 10 tons of deadweight lifted off the payroll.

Previous models of these truck tanks made of mild steel weighed 5775 lb. Using COR-TEN reduced this weight to 5000 lb. Their lighter weight means less fuel consumption, less wear on brakes and tires, less wear and tear on the vehicle itself. As a result the trucks last longer, operating costs and maintenance costs are lower. Now 775 lb. lighter, the trucks can accelerate and stop quicker in city traffic—deliveries are faster and safer.

How much does it cost to cut weight with U·S·S COR-TEN? The answer is: little or nothing. Leading truck tank builders have told us that there is no appreciable difference in labor or fabrication cost in building light with COR-TEN as compared with plain steel. That is because today the price of U·S·S COR-TEN, pound for pound, is so little more than that of plain steel that the *many* fewer pounds required by lightweight COR-TEN construction practically wipe out any difference in final cost.

. . .

Ask our engineers to show you how cheaply COR-TEN can be applied to *cut the weight and cut the operating cost* of your transport units. A letter to our nearest office will start the ball rolling.

AMERICAN STEEL & WIRE COMPANY, CLEVELAND · CARNEGIE-ILLINOIS STEEL CORPORATION, PITTSBURGH
COLUMBIA STEEL COMPANY, SAN FRANCISCO · NATIONAL TUBE COMPANY, PITTSBURGH · TENNESSEE COAL, IRON & RAILROAD COMPANY, BIRMINGHAM
UNITED STATES STEEL SUPPLY COMPANY, WAREHOUSE DISTRIBUTORS, COAST-TO-COAST · UNITED STATES STEEL EXPORT COMPANY, NEW YORK

U·S·S HIGH STRENGTH STEELS

U·S·S COR-TEN · U·S·S MAN-TEN · U·S·S TRI-TEN

D-154

UNITED STATES STEEL

Mr. Yocom

WASHINGTON—By Herbert A. Yocom

Coal, Rail Pressure to Restrict Imports May Force U.S. Hand

Foreign oil has at last burgeoned into a major issue threatening the very foundations of American foreign policy as evolved during the period of the last 17 years.

Up until recently, when only the domestic oil producers were expressing any concern about imports, it did not appear likely that events ever would progress to the point of anything positive being done to resolve the question. Sam Rayburn, the Speaker of the House, who hails from the oil state of Texas, even conceded as much, being of the view there was as much chance of Congress voting a higher tariff as there was of a sheep killing a butcher.

The situation today is entirely the opposite.

In just the span of a few short weeks, the Truman Administration (and with it, the oil importing companies) has been forced into a position on Capitol Hill where, unless somehow there is an early substantial lessening of the alleged pressure of foreign oil, Congress almost certainly will attempt restrictive and unwelcome action.

What changed the picture was the aggressive entrance of the coal and railroad interests, both management and labor, into a controversy hitherto confined largely to an expression of the divergent views of conflicting forces in the petroleum industry.

The coal and railroad lobbies normally command allegiance on Capitol Hill such as oil could never hope to achieve. And when to the voice of management is added that of labor, with both singing the same tune, congressmen literally snap to attention. They are doing so now, to the admitted great concern and the downright alarm of the administration.

The reason for this concern goes way beyond the immediate question of foreign oil. If oil alone were involved, that might not be too bad.

What gives the cause for alarm, from the administration viewpoint, is that oil is seen as but the first step leading up to a general all-out onslaught next spring that could result in the absolute voiding of the cardinal tenet of the New and Fair Deal foreign policy—the Reciprocal Trade Agreements Program, whose extension on a much vaster basis is now in varying degrees of being tried.

The administration stands for free-trade on a global basis, let the chips fall where they may. It has even gone so far as to allow the suggestion to be made that if, in order to get Europe back on her own feet, it is necessary to increase our imports from there and that if those imports create unemployment here, then that is something we should put up with even though it means having to train our displaced workers to take new jobs and paying them unemployment insurance while they are learning.

So it is not just the oil, coal, railroad and related industries the administration sees arrayed on Capitol Hill today, but behind them a growing host of others who have come to regard oil as affording the first real opportunity for testing congressional sentiment for and against this, to them, dangerous drift.

The array of these forces marshalling in the background is already impressive — automobiles, machine parts, electrical goods, pottery, handmade glass, gloves, felt hats, watches, alloy steel, feldspar, aluminum, lead, wallpaper, nuts, fruits, clothes pins, corduroy, certain types of lumber and shingles, pins, clips and fasteners, fresh and canned fish, and butter, to name just a few.

Individually these may not amount to much. United in a common cause they spell trouble all over the place, and the more so should not the Congress, in some fashion, be pursuaded very quickly that the alleged problem of foreign oil has been banished.

Mr. Bjorkback

ATLANTIC COAST—By Raymond E. Bjorkback

Suppliers Are Split on Future Of Truck, Bus LP-Gas Market

Whether LP-gas has a good chance of coming into wide use for busses and trucks in the East anytime in the near future is a question on which suppliers' marketing men in the section don't agree today.

Interest in the subject has been stimulated by engine and bus makers, offering new units for fueling with propane at a time when LP-gas enjoys a price differential attractive to fleet owners.

Many city bus organizations have been operating "in the red." Heavy haulers have their never-ending competition with the railroads.

They have been ripe prospects for a sales talk which holds out promise of fewer engine overhauls as well as lower fuel costs. And the sales talks have been energetic-spurred, according to one version, by need felt by gasoline engine makers to recapture business which has been going to Diesel engines.

Try-outs for propane-powered busses are pending in New York and Philadelphia. A big communications company in New York has been playing with the propane idea for its trucks.

The heavy-population-market potential thus indicated has its intriguing angles for the industry. With a surplus at the Gulf of a highly seasonal product, the industry has been selling propane at 2.25c to 2.75c, FOB plant, and in a mood to pin a $10 bill to each tank car.

Reactions in supplying companies, nevertheless, range from warm to cold, beginning with the matter of transportation and storage facilities.

Greatest enthusiasm exists in one company which has pushed LP-gas for years. Opinion there is that the LP-gas business handled out of the Baltimore - Philadelphia - New York Harbor area could be doubled easily without increasing terminal facilities assuming the demand existed. Stepped-up turnover would be the method.

At the other end of the opinion scale, the belief is held that facilities would have to be expanded to the point of "terrific capital expenditures," all along the line from point of manufacture to bulk plant, pressure facilities being considerably more costly than the "clean" kind.

This attitude carries the companion thought that increased demand would firm up prices, perhaps chew up LP-gas's differential.

The three-harbor area now handles an estimated 400 million gals. of LP-gas per year. Refineries in the area,

NOW

J&L STEEL PAILS

J&L STEEL

...a New addition to the famous line of J&L Steel Drums

You now can buy J&L Steel Pails in one-gallon to ten-gallon capacities . . . And with closures, spouts, finishes, lithography and printing to meet your requirements.

YOUR PRODUCTS DESERVE THE BEST. Ship in J&L Steel Pails—quality-controlled from steel to finish.

J&L STEEL BARREL COMPANY

CHRYSLER BUILDING

NEW YORK 17, NEW YORK

along with a plant in West Virginia, account for only about half that volume, the rest moving in by tank car and water—one pressure tanker.

Demand on the area has grown steadily since 1937, and is about evenly divided between domestic and industrial (including utilities) customers.

Automotive demand for LP-gas on the East Coast is virtually non-existent. You hear that a heavy hauler at Richmond, Va., uses propane for his trucks. Another operating between Winchester, Va., and Bristol, Tenn., and Atlanta does too. And an LP-gas distributor in Brooklyn fuels one truck with his gas. But that seems to be about the exent of it.

The current pros and cons on automotive use of propane provide a mixed situation on the East Coast.

With wide demand, suppliers undoubtedly would install enough storage for filling during the slack season in household and industrial use. Probably, also, some would invest in pressure tankers to beat the overland freight rate.

So far, however, only one supplier—which brings product from the Gulf Coast—has a pressure tanker, and its terminal, with pressure storage of some 2.5 million gals. represents the most impressive LP-gas tankage venture yet made in the Baltimore-to-New York Harbor area.

Then, propane will do well only if its price is enough lower than the price of gasoline to make it worth the fleet operator's while to install the storage he must have—and perhaps convert the engines of his vehicles. There always would be the possibility that booming automotive use of propane would inspire gasoline competition to fight loss of gallonage with the convenient weapon of price, say suppliers' men.

One supplier estimates the consumer has to be able to buy propane for three-fourths the price of gasoline, just to break even with gasoline operation.

The supplier figures LP-gas consumer storage is roughly four times as costly as clean storage, on the basis of "the cheapest" tank—the 30,000-gal. size. Thus, the supplier says, the consumer installing the 30,000-gal. tank must expect to spend about $12,000 for storage, and perhaps $250 to $300 per vehicle for conversion.

The propane-gasoline price ratio now is in favor of the automotive propane customer. And he usually can count on getting by for about half-cost (estimated) on vehicle maintenance, due to absence of crankcase dilution.

But just where propane is going in the East, though, appears to be almost anybody's guess.

Mr. Castle

MIDWEST—By Leonard Castle

Institutional Ads Help to Sell Oil Industry, Company, Products

After three years experience, Standard Oil Co. (Indiana) is firmly convinced that institutional advertising is one of the most valuable methods of selling petroleum products, as well as performing its primary function of subtly presenting the case for free enterprise and the part the oil industry plays in making it click for the benefit of all.

In 1950, for the fourth straight year, the Indiana company is presenting a series of 10 institutional ads in newspapers and farm magazines, relating how the company, its employes and its stockholders, and indirectly the entire industry, are efficiently performing a vitally important role in the free American economy. The same message is being worked into the company's radio and television programs.

Indiana Standard has found that the institutional ads have a high readership—much higher than regular petroleum product ads. The reason for this is that the institutional presentations deal with people and human relations and "even the best product ad can't be as interesting as people." This, of course, is not to mean that straight product adds aren't important and will not continue to be the backbone of any broad advertising program.

But it does mean that institutional ads sell products, which gives them a double value. Indications are that for many years to come they will hold an important niche in the company's advertising program.

Before starting its program of institutional ads in 1947, Indiana Standard conducted a public attitude survey to measure the feeling of the general public toward the company. The findings from this study played an important part in determining the type and content of the ads which the company has published since. Although no similar survey has been conducted since, the company is certain, on the basis of information from many sources, that the program has been highly successful in building up a better understanding and appreciation of Indiana Standard as well as the oil industry as a whole.

* * *

The key to a successful institutional ad, the company feels, is to make a presentation that tells the story of free enterprise without employing the hackneyed phrases and platitudes usually associated with such an argument. Instead of saying that its employes enjoy high wages and good working conditions because of the free enterprise system, the ad's use specific examples of how this or that employe and his family experience better living because of the company's policy on wages, benefits and pensions. Without using the words "free enterprise," it gets across the point.

The ads perform a service on three fronts, the company believes. They help promote American business as a whole, they tell the story of the entire oil industry, and they convince the public that Indiana Standard itself must be a good concern with which to do business.

* * *

A typical example of the kind of institutional ads the company likes is the one prepared for June. Entitled "How to Stay Happy After Your Wedding Day," it features a picture of an attractive and smiling wedding couple. The bridegroom is an employe of the company's Chicago sales office, the ad points out, and his bride formerly worked for Standard.

The ad explains they'll probably have a long and happy married life "for they both know from experience that one of the best ways to stay happy is to be able to earn a good living at worthwhile work that is enjoyable."

"The work done by the 46,700 employes of Standard Oil and its subsidiary companies is worthwhile," the ad continues. "It is rewarding, not only in itself, but because last year our employes averaged $4,600 each in wages and benefits."

* * *

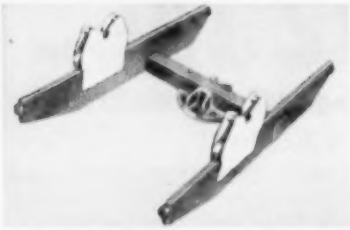
Indiana Standard officials believe that the recent ad they tied in with the 1950 census was one of the best institutional ads ever run by any company, within or without the oil industry.

Headed "If the Census-Taker Called Today, This Is What We'd Tell Her," the ad presented a series of typical questions and answers in the census. One of these was:

Q. "How do you spend your income?"

A. "The greater part of it—58.7c out of every dollar we took in last year—was our cost for materials, transportation and wear and tear. Another 16.4c went for wages, sala-

GLOBE HOISTS are first in . . .



BLADE RAILS, FLUSH FLOOR DESIGN

A completely clear floor . . . no obstructions, with this Globe-pioneered Hoist feature. Note how Globe's exclusive patented blade rails recess into narrow, non-hazardous floor slots when Hoist is down. No slot covers needed. No cumbersome mechanisms to bother with.

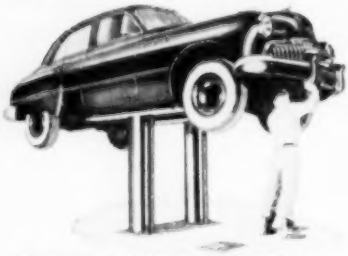
GLOBE HOISTS are first in . . .

SAFE, POSITIVE LOW OIL CONTROL

Pioneering in Hoist safety and service, Globe Low Oil Control brings a new, high standard in freedom from oil line hazards. This Globe-patented safety float in the oil line prevents air pockets, signals need for oil replacement, stops the Hoist when oil gets too low.

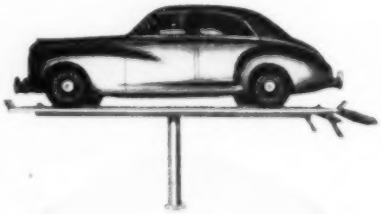
GLOBE HOISTS are first in . . .

EXCLUSIVE HOIST DESIGN FOR TODAY'S SERVICE NEEDS



NEW GLOBE FRAME-KONTACT* HOIST . . .
Provides wide-open accessibility to underside parts . . . because this 2-Post Hoist lifts by the FRAME, not the axles. All vital parts are easy to get at. Unobstructed working space under entire length of car. Low installation cost.

*Trade Mark. All Frame-Contact applications, single post, 2-post, multiple post. U. S. & Foreign Pats. Pending.



GLOBE ROLL-ON HOIST . . . First choice of service stations coast to coast, because it offers many superiorities, including greater bearing surface to handle off-center loads, visible safety bar through plunger, wide accessibility for under-car work, extra-rugged construction for years of trouble-free service. *Write for new Catalogue, or ask your Jobber*

GLOBE HOIST CO. . . . Philadelphia 18, Pa . . . Des Moines 6, Iowa

Automotive **GLOBE** *Hoists*

WORLD'S MOST COMPLETE LINE OF AUTOMOTIVE · TRUCK · BUS HOISTS

ries and employe benefits. 2.9c was paid to our owners as dividends and 4.8c was retained in the business. These items add up to 82.8c.

"The remaining 17.2c out of every dollar we took in last year went to pay taxes, including our own taxes and those we collect from our customers for national, state and local governments."

Mr. Breese

PACIFIC COAST—By Frank Breese

Socal and Self-Serves Argue Savings Claims in Pamphlets

The brisk war between conventional service stations and self service stations is being waged in pamphlets this week as well as on a straight competitive basis.

Pamphlets published by the conventionals argue that there is no real savings at a self-serve, while the self-serves contend that motorists receive a savings because they earn it themselves.

The battle of pamphlets was touched off by Standard Oil of California which distributed four-page, slick-paper pamphlets through its dealers. Entitled "Penny-wise—Pound-Foolish, or the High Price of Cheap Gasoline," the pamphlet relates the fictional story of Henry and Ella in seven pictures with captions. In the first, they are shown eating in a cheap cafe to save money, but they are dissatisfied with the poor food and service. In the second and third, Henry is shown at a self-serve, spilling gasoline, bumping his head, getting dirt on his coat and a burn on his fingers while a female attendant regards him disdainfully.

Then Henry's battery goes dead because of failure to check it regularly while serving himself, so he returns to his former Standard dealer who tells him that the savings brand for brand is "usually much less than 5c per gallon."

Standard's message is spoken by the dealer: "Before you get to net savings, you must consider quality of product, repair bills, poor performance, questionable mileage and the gradual wearing out of your car. We've found there's no substitute for good quality, not at any price, and there is no substitute for good service."

Finally a self-serve sign is shown with the caption: "Signs Like This Can Confuse Your Customers, Too!". This is accompanied by a direct pitch to attendants, exhorting them to give maximum service and tell the motorists about the importance of upkeep.

A rebuttal was issued by the Serve Yourself Gasoline Stations Assn. in a four-page pamphlet illustrated with cartoons and entitled, "What Every Young Man and Woman Motorist Should Know About Serve-Yourself Gasoline—a True and Uncensored Account."

The cartoons and text compare the operations and arguments of the two types of stations. The self-serve pamphlet said the "service" slogan lulls motorists with the result that "you rely upon someone else to tell you the score, and, all too often, submit to psychology and credit inducements, and spend more on your motoring than if you depended upon your own observations." Over 250,000 of "these out-dated stations" depend upon high prices to stay open, says the self-serve leaflet.

Then it stresses three points: first, that large-volume purchasing enables self-serves to sell gasoline at a lower price; second, that the self-servicing saves the dealer's time so the motorist actually works for his savings, and third, that 75% of the gasoline vended by self-serves is major gasoline. The rest comes "from fine independent refineries which supply regular independent stations," explains the leaflet.

These leaflets are now being distributed by the thousands through the self-serve dealers in California. Dan Lundberg, executive secretary of the trade association, said they hope to distribute 1,500,000 before the vacation season gets under way.

* * *

Release of the pamphlets and maps is part of an advertising and promotion campaign for increasing gallonage.

"Our goal is 10% of the majors' gallonage," says Mr. Lundberg, the trade association's executive secretary who is organizing the current drive. According to the latest tax figures, the major's monthly gasoline gallonage in the West runs about 300,000,000, which means the self-serve goal is 30,000,000. Current self-serve gallonage was not made available.

An advertising campaign which will employ newspapers as the principal medium is being prepared to break soon and run through the summer, Mr. Lundberg reports. Members are being assessed to underwrite the campaign.

* * *

The biggest touring year of all time is now in the making, says R. D. Stetson, Los Angeles division manager of Shell Oil. Basing his forecast on the company's touring service findings, Mr. Stetson says 57,154 routings have been prepared for U. S. motorists during the first four months, a 30% increase over 1949.

"Without a doubt this means that 1950 is going to be a touring year," Mr. Stetson declares. He estimates some 60 million persons in 30 million automobiles, two million more cars than last year, will take to the road this summer and fall.

California service station operators should get a good cut of the business, if Mr. Stetson is right. Preliminary reports show more inquiries about California than other areas. From motorists living east of the Rockies, there are many requests for California routing. Another favorite, he said, is the Pacific Northwest.

* * *

A warning to "clean up their house" and eliminate unfair trade practices was given California's service station operators last week.

Addressing nearly 400 operators and petroleum retailers, Wallace Trau, assistant attorney general in charge of enforcing California's Unfair Trade Practices Act, said the attorney general's office would give operators a chance to clean house before it took on the job.

Mr. Trau said operators could improve the situation by:

1. Not selling below cost.
2. Not giving away merchandise.
3. Not making discounts in prices.

He urged operators to report infractions of the Unfair Trade Act, saying:

"If you have proof of unfair practices, we will put the operator on notice. Our office will go to town on below-cost sales and secret rebates."

Mr. Trau listed provisions of the Act as follows:

a) It is unlawful for operators to merchandise any product below cost (with cost defined as invoice cost plus the cost of doing business).

b) Unlawful to give away merchandise.

c) Unlawful to grant secret rebates, unearned discounts or refunds if done to injure competition.

d) Locality discrimination is prohibited (if an operator owns several outlets, he may not vary prices in different localities).

Arnold G. Shipp

Head of Eastern Petroleum Credit Managers Is 22-Year Veteran in Oil Industry Work

The Association of Eastern Petroleum Credit Managers, at its annual convention in Boston, April 17-18-19, selected Arnold G. Shipp, Tide Water Associated Oil Co., New York, as president for the coming year, succeeding George E. Archer, Atlantic Refining Co., Providence, R. I.

A native of New Jersey, Mr. Arnold was originally in the banking business, having started with Chase National Bank in New York, where he spent eight years learning the ropes of credit administration. His first introduction to the oil business was with Tide Water, but it took him far from home. He started 22 years ago in the San Francisco office in charge of wholesale credits. His next move was an equally wide swing, bringing him back to Boston as district credit manager.

He finally returned to New Jersey, where he started, and now makes his home in Maplewood, with his wife and two children. Leading the life of a commuter gives him some time for his favorite activity, golf, but little else.

He has been an active member of the Association of Eastern Petroleum Credit Managers since its formation some fifteen years ago, and has held office on several occasions in a local group of petroleum credit men in New York.

NATIONAL PETROLEUM NEWS

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Justice Department Opposes FTC Investigation of Oil

DJ Says Probe Would Impede Enforcement of Antitrust Laws; Co-op Supports Passage of Cannon Resolution

By NPN Staff Writer

WASHINGTON—The past week on Capitol Hill produced a rash of oil activity, highlighted by the controversy between the Department of Justice and the Federal Trade Commission over whether the latter should conduct a monopoly investigation of the oil industry.

The FTC investigation is proposed in the Cannon Resolution (H. J. Res. 423) authorizing $250,000 to do the job. Justice Department opposes passage of the resolution on the grounds it would "impede" enforcement of antitrust laws, while FTC offers it unstinting support.

Other actions affecting the oil industry include:

1. As the Senate began debate on the Pricing Practices Bill (S. 1008), its author—Senator O'Mahoney (D., Wyo.) told his colleagues that enactment of the measure would not overturn the U. S. Circuit Court ruling against Indiana Standard in the FTC-Detroit case.

2. President Truman appointed James M. Mead and Mon C. Wallgren, two old Senate cronies, as chairmen, respectively, of the Federal Trade Commission and the Federal Power Commission. They will have control over such agency activities as administration of staff work and selection of personnel. At the same time, Mr. Truman nominated Nelson Lee Smith, former FPC chairman, for another term as a member of FPC. Mr. Smith supported the Kerr Natural Gas Bill.

3. The Senate Judiciary Committee favorably reported the Celler Bill (H. R. 2734), which would close "loopholes" in the Clayton Act by making it illegal for a corporation to acquire the physical assets of a competitor when such acquisition would materially lessen competition and tend to create a monopoly. The measure already has been approved in the House.

4. The Supreme Court was asked by Phillips Petroleum Co. to reverse an order by the Oklahoma Corporation Commission which fixed a minimum well-head price on natural gas produced from an Oklahoma gas field.

The opposition of the Justice Department to the Cannon Resolution was set out in a letter to the House Commerce Oil (Harris) Subcommittee, which held hearings on the measure last week. The DJ contended that the probe proposed by Rep. Cannon (D., Mo.) could postpone, perhaps permanently prosecution of antitrust suits in the field of petroleum.

Also, Justice claimed it would be unable to go ahead with "several investigations" which it has under way, and FTC would be in a position to commandeer the investigative records of Justice and other departments and agencies.

FTC Defends Proposal

On the other hand, the FTC said the time now has come for a broad, overall economic investigation of petroleum industry. It declared that previous investigations had been pinpointed to particular problems or segments of the industry.

The commission recited at length the history of antitrust prosecutions involving petroleum companies then told the subcommittee in a letter:

"In spite of this long record of successful proceedings, there is grave question whether competition has been effectively restored in the petroleum industry."

In addition to FTC, support for the Cannon resolution came at the subcommittee hearings from the following: A. D. Sappington, general counsel for the Missouri Farmers Assn., the co-op at whose instigation Mr. Cannon introduced his measure; Lloyd Halvorson of the National Grange; Benton J. Strong of the National Farmers Union; and Robert Freer, Washington attorney and representative of National Congress of Petroleum Retailers.

Jobber Split Opinion

The Cannon resolution also was a subject for comment by the Michigan Petroleum Assn., which told its members in the association publication that jobbers have much more to fear from government control than do the major oil companies.

"Certainly, no one wants government intervention unless all else fails," said the association, "because should government take over the petroleum industry it will not be the big boys who will be 'eliminated' but you can bet your last dollar that there will not be one single solitary jobber left."

However, on the subject of government control, another jobber group, the Wisconsin Petroleum Assn., had this to say:

"When we see things happening as they are from day to day, one wonders whether or not we would be better off under some kind of governmental regulations. No one likes regimentation or control, but if the present trend of marketing continues, it will mean the elimination of many Independent jobbers and drastic steps must be taken to preserve these small businesses."

Co-op Supports Resolution

In the hearings before the Harris Subcommittee, strongest support for the Cannon resolution came from the Missouri Farmers Assn., whose attorney, Mr. Sappington, was questioned closely by subcommittee members. Several of the members expressed some doubt as to whether the proposed FTC inquiry would be necessary in view of the continuing subcommittee study of the Harris Bill (H. R. 6047) which outlines a tentative national oil policy.

For instance, Representative Heselton (R., Mass.) told Mr. Sappington that inasmuch as FTC in the 35 years of its existence has filed only 13 oil reports and issued only 57 formal complaints in petroleum field, he "cannot get as enthusiastic" as the co-op attorney about the proposed FTC study.

Representative Heselton asked Mr. Sappington to submit evidence he has about any Independent refineries being forced to close down because of alleged "squeezes" between high

crude prices and declining products prices.

Mr. Sappington could only quote from news stories.

Representative Heselton then said: "I think it would be useful to the committee if some informed representative of the Independents would give us a case or a single instance which we could really study where an Independent actually has been squeezed out of business, as you stated, because of any one reason or any combination of reasons."

Mr. Sappington replied that he didn't believe many Independents would be appearing at subcommittee hearings on Cannon Resolution because of fear of "reprisals" from major companies. He asserted he had talked with Independents about the stand of MFA in favor of resolution and these Independents "tried to dissuade us because they said there would be reprisals" against MFA by major oil companies.

Mr. Sappington explained to Subcommittee Chairman Harris that part of MFA organization is M. F. A. Oil Co., which owns two small refineries in Chanute, Kans., and Memphis, Tenn.

He said their prices "coincide" with prices of competitors.

Questioned on financial returns of two refineries, Mr. Sappington said that in 1949 the two refineries lost about $200,000 but refinery operations have shown recovery and the two plants are about breaking even now.

He further stated that about 99% of business carried on by two refineries is in direct deliveries to farmers.

A vote on the Pricing Practices Bill may be taken in the Senate before the end of this week, although a group of opponents intend to speak "at length." They contend the bill will, in effect, repeal the Robinson-Patman Act and, by so doing, overturn the Circuit Court ruling in the FTC Indiana Standard-Detroit case. The bill already has passed the House.

The Circuit Court ruling upheld an FTC cease-and-desist order against Indiana Standard on price discrimination charges brought by FTC under Robinson-Patman Act.

Says Bill Won't Reverse Court

Senator O'Mahoney in claiming that his bill would not reverse the Circuit Court decision runs counter, also, to the views of the Justice Department, the Indiana Standard attorney who argued his company's appeal before the Supreme Court, and the FTC.

The Wyoming senator said that his bill as originally introduced might have overruled the Circuit Court opinion, but in its present form the measure "does not reverse the Standard Oil Co. of Indiana case."

He asserted that present version of bill does not make the "defense of good faith an absolute defense" to a charge of price discrimination—in other words, a seller cannot contend he was acting in good faith and claim that as a complete defense to a charge of price discrimination under provisions of Robinson-Patman Act.

Bill, declared O'Mahoney, says "clearly that even though the defendant comes in with a good faith defense, it is not a complete defense if he is in a conspiracy or in a combination or a collusive agreement, or if he is engaged or is engaging in any monopolistic, oppressive, deceptive, or fraudulent practice."

Co-op Tax Equality Voted Down by House Committee

WASHINGTON—The campaign to tax co-operatives on an equal basis with private industry has failed, at least for the current session of Congress. This was the opinion of Representative Mason (R., Ill.) last week after the House Ways and Means Committee refused to adopt his motion that corporation tax rates be applied to the "unallocated reserves" of tax-exempt co-ops.

Representative Mason said that the vote against his motion was "decisive."

However, Ways and Means did vote to apply a 10% withholding tax on patronage refunds and stock dividends paid by co-ops to members. This was described by tax experts as meaning "practically nothing" and merely "a gesture" to reduce heat on the committee for tax equality.

Tire Makers Up Prices From 2.5 to 5 Percent In Long-Awaited Hike

The long-expected advance in tire prices took place with the U. S. Rubber Co. announcement on May 23 of a 2½% increase in passenger tires and a 5% increase in its truck tire prices. Goodrich was the first of the other large tire makers to follow suit with a similar advance and in oil marketing circles it is assumed that the increase will become general with all tire companies.

While the long rise in the natural rubber market gave plenty of advance notice of a probable tire increase, there was a rush of tire orders at petroleum wholesale and retail levels as soon as the first price advance was announced. Dealers, jobbers and consignees made last-minute efforts to build up their tire stocks at the lower price. Most of the oil company TBA departments had laid in a full-size spring stock of tires in anticipation of higher prices.

In addition to the jump in crude rubber costs, it has been freely predicted in Akron during the past few months that pension plans adopted by the rubber manufacturers would eventually force higher tire prices to cover the added labor costs.

Dealer Group Plans Large Semi-Service Stations

NEW YORK—Plans for building two or three large unbranded service stations in New Jersey to meet the competition of multi-pump, low-price stations are being made by several gasoline dealers. Latter are stockholders in a finance company organized a few years ago as Automotive Products Credit Assn.

The site for one station, near Houston Petroleum Co.'s 22-pump station in Linden, N. J., has already been bought. Sites for two others are being considered. The company hopes it can begin building the first station in two weeks, with plans calling for 16 pumps and 300-ft. frontage. The station will sell two grades of gasoline, but no TBA at first.

Attendants will pump gasoline. However, the normal free services—windshield cleaning, tire, battery and radiator checking—will be performed by motorists (as done at the Houston Petroleum station).

H. F. Sinclair Is Named Honorary Board Chairman

NEW YORK—Harry F. Sinclair last week became honorary chairman of the board of Sinclair Oil Corp. He had requested not to be re-elected chairman, saying he wished to retire under the company pension plan. However, Mr. Sinclair will continue as a director and be available on a consulting basis.

Touring Test Cars Will Show Fuel Performance

WILMINGTON, Del.—DuPont is sending three test cars on a 15,000-mile tour of the country to show gasoline marketers, refiners and automotive groups two things:

1. What road testing of gasoline means and how tests are made.
2. How various motor fuels perform under road conditions.

Among the first stops are Pittsburgh and Cleveland.

Dashboards of the three automobiles have been replaced with elaborate instrument panels, and in addition to the conventional gasoline tank, ten smaller tanks holding various types of fuel have been installed.

Tour starts May 31.

Imports Critics Grow Confident Congress Will Raise Oil Barrier

WASHINGTON—Opponents of oil imports are coming to regard the prospect of Congress taking direct action on its own as improving by the hour.

They are encouraged by the fact that the administration has made no counter move in the face of blasts at imports at Senate Labor Subcommittee hearings, cranking up of a second Capitol Hill committee, and readying of a report by a third.

Unless the President steps in in the meantime, they look for the first try to be made when—and if—the House Ways and Means Committee reports out a new revenue bill, and to take the form of a proposed boost in the import duty to $1.05 per bbl. What's more, they believe they can count enough votes already to put the thing across in the Senate, for sure, and that they've at least a 50-50 chance of getting the House to go along. (For another opinion, of one Congressman, see p. 5.)

Responsible for the sudden burst of optimism was the trend of testimony during the past week before a Senate Labor Subcommittee investigating causes of unemployment in the coal, rail, oil and other industries.

Witness after witness depicted foreign oil as the solitary villain in the piece as—in language which always gets respectful attention from Congress in an election year—they laid to imports the blame for mines closing down, mounting idleness among coal and railroad workers, depressed conditions in mining communities, etc., etc. And almost to the man, they agreed with Chairman Neely (D., W. Va.) that the most practicable solution would be to up the oil tariff from the present 10.5c to $1.05 per bbl.

Others were adding to this tale of distress this week before the same committee, while across the Capitol a House Labor Subcommittee began a similar inquiry, and the House Small Business Committee made ready to report its views on the situation.

Imports Defended

So fast was that situation moving towards some sort of showdown that Eugene Holman, president of Jersey Standard, remarked that imports have been made "a kind of whipping boy."

Mr. Holman so complained in releasing a company statement, filed with the House Small Business Committee, in defense of imports and warning against taking action "simply to shield one segment of the fuel industry from competition or normal economic evolution."

"Any attempt to erect an oil-tight dike around the nation and to bar the American consumer from access to oil from abroad, would not serve the interests of consumers nor the country's economy as a whole," declared Jersey Standard.

Support for the Jersey view was voiced from New England, where the Independent Oil Men's Assn. asserted in its bulletin that the proposed $1.05 tariff would cause residual prices in New England to advance from 35 to 40%.

Also the week produced the first indication of a possible early settlement which some think would contribute to a solution of the imports question.

British End Rationing

Giving rise to hope in this direction was a decision by the British to end the rationing of gasoline on a basis whereby American-owned companies will share in the new business opened up, taking payment in sterling and being allowed to use that currency in sterling areas in ways yet to be specified. In New York, oil men saw this as possibly a step toward solution of the basic problem, since U.S. proposals for solving that problem have sought freedom for U.S.-owned companies to sell for sterling and to buy with that sterling what they need for their operations there.

The British motorist, however, didn't much care. For him, the important thing was that he could drive into a service station or garage and, for the first time since 1939, say the magic words: "Fill her up."

Texaco's Lockport Plant Reopens, Strike Still On

The Texas Co.'s 60,000 b/d refinery at Lockport, Ill., was reopened for partial operation last week. Plant had been closed by strike of Oil Workers International Union (CIO) since April 5.

T. L. Mangelsdorf, refinery superintendent, said that he had offered "to return all men to work at once if the union would officially declare the strike off, but the union refused to discuss a strike settlement and refused to take action to end the strike."

He said plant was being reopened in hope that the employes would return to work.

On May 26 all men scheduled to put the plant back into partial operation had returned and there were no incidents.

Dave Bier, secretary of Local 222 of OWIU representing workers at the plant, told NPN that reopening of the plant had union sanction. He estimated that about 150 men of more than 900 total had returned to work.

Pickets Restrained

Meanwhile, at Lawrenceville, Ill., strikers at Texaco's 40,000 b/d refinery were observing the terms of a temporary restraining order issued by Lawrence County Circuit Court which limited number of pickets at any one entrance to two.

H. S. McCray, plant superintendent, said company hesitated to seek the injunction "but found it necessary in view of repeated acts of illegal picketing, violence and intimidation on the part of certain striking employes and persons acting in concert with them." Union has been adhering to the injunction, he said.

The OWIU is telling its members that victory in the strike against Texaco at five refineries "will mean easier bargaining with other companies all over the country."

"Should by some chance the company be able to make the union back down, it would be a signal for union-busting and harder working conditions in nearly all companies," OWIU declares.

NLRB Decisions

In Washington, the National Labor Relations Board has ruled that OWIU may include two new groups of employes as part of the operating and maintenance unit of workers it currently represents at Great Lakes Pipe Line Co., Kansas City.

The new groups are billing clerks and terminal clerks in the northwestern and northern areas, and all employes in the classifications of terminal testers, terminal testers junior, and tester helpers in the southern, northwestern and northern areas.

In another case, NLRB rejected a petition of Fuel Workers Union, Local 100, to represent dispatcher-clerks at Modern Heat and Fuel Co., Philadelphia.

Fuel Oil Salesmen Will Have College Training

NEW YORK — A concentrated training course for fuel oil salesmen will be part of Atlantic Coast Oil Conference's fuel oil promotion program. Harry B. Hilts, conference secretary, revealed last week that Walter Hervey Junior College in New York will offer a fuel oil sales course at a "package rate," including tuition and housing.

With basic cost underwritten by the conference, the program will be conducted at the local level through a field service department. Field program will be directed by C. F. Rogers, former OHC field supervisor.

Gasoline Transport Driver Exonerated In Chicago Street Car Crash Tragedy

CHICAGO — Witnesses and most Chicago newspapers have held truck driver Mel A. Wilson blameless in the streetcar-gasoline truck crash and fire that cost 33 lives last week.

Four separate investigations are underway to find out if the streetcar failed to slow down while going through a turn-around switch, and ignored a flagman's warning, crashing into an 8,000-gal. double trailer transport of Sprout & Davis, Inc., contract hauler of Whiting, Ind.

Five explosions blew burning gasoline over the streetcar and seven apartment and store buildings nearby.

Flagman at the scene testified the streetcar was traveling 30 miles per hour and never slackened speed, although he began waving his flag when it was a block away. The streetcar motorman, who was killed, had been involved in 10 steetcar accidents in the past two years. Mr. Wilson, also killed, had a spotless record in four years of driving with two cartage companies.

Truck Driver Defended

C. R. Davis, president of Sprout & Davis, stated last week that the tragedy "was an accident that should never have happened." The truck involved had just come out of the shop after a careful checkup and "was in safe and perfect operating condition," he said.

"Last year," he continued, "our company hauled a total of 72,400 loads of petroleum products over a total of eight million miles. The fact that we had no fires and only this serious accident is directly traceable to the fact that we have an energetic and competent safety program with an experienced safety director in charge to make certain that safety control and safety inspection of equipment and physical examination of drivers are rigidly carried out."

Although most continued this week to charge the Chicago Transit Authority with full responsibility, the *Chicago Tribune* printed an editorial May 27 laying a "heavy and inescapable share of the blame" on gasoline haulers.

Tribune claimed truckers "of their own motion should have abandoned the use of second trailers" and should have divided tankers into compartments, "so that puncturing of one of them will not necessarily release the content of the whole truck."

(All trucks making local hauls in Chicago must have compartments. The Sprout & Davis transport was divided into compartments.)

Dangers in Selling to Truckers Are Outlined For Oil Marketers by Petroleum Credit Group

Credit pitfalls to be avoided by oil jobbers and major company marketing divisions who sell to interstate motor freight carrie.s are discussed in a recent bulletin of the American Petroleum Credit Assn. The material, which recommends various safeguards, was assembled by H. E. Butcher, credit manager, Cities Service Oil Co., Chicago. In discussing motor freight carriers in general the bulletin has this to say:

"Motor freight carriers consume large quantities of petroleum products, but they are not all adequately financed. The petroleum credit man needs to be on the lookout for those whose financial statements are 'out of balance' in that current liabilities exceed current assets. Also reserves for depreciation may not be ample, and liabilities sometimes include unremitted C.O.D's.

"All Class I motor freight carriers are required to file an annual report in Washington, copies of which may be obtained by payment of a fee to special reporting agencies.

"Since annual financial information may not always be immediately available, credit men selling to motor freight carriers might do well to obtain quarterly copies of earnings statements, or such portions as they may be interested in, from branch motor freight bureau offices of the Interstate Commerce Commission, as listed here:

Interstate Commerce Commission Bureau of Motor Carriers (Office Locations)

District	Address	States Covered
1	150 Causeway St., Rm. 1220 Station Office Bldg. Boston 14, Mass.	Maine; Mass.; New Hampshire; Rhode Island; Vermont
2	641 Washington St. New York 14, N. Y.	Connecticut; New Jersey; New York
3	121 No. Broad Street Room 819 City Centre Bldg. Philadelphia 7, Pa.	Delaware; Dist. of Columbia; Maryland; Eastern Pa.
4	311 Old Post Office Bldg. Columbus 15, Ohio	Ohio; Western Pa.; W. Va.
5	240 Post Office Bldg. Charlotte 2, No. Car.	No. Carolina; So. Carolina; Virginia
6	801 Standard Bldg. Atlanta 3, Ga.	Alabama; Florida; Georgia
7	630 Third Nat'l Bank Bldg. Nashville 3, Tenn.	Kentucky; Mississippi; Tennessee
8	610 S. Canal St. Room 852 U. S. Custom House Bldg. Chicago 7, Ill.	Illinois; Indiana; Michigan
9	107 Federal Office Bldg. Minneapolis 1, Minn.	Minnesota; No. Dakota; So. Dakota; Wisconsin

"Financial statements are usually very much unbalanced due to the financing of equipment on short-term chattel mortgages, payable monthly. Until a few months ago, such financing was limited to eighteen months, but longer terms of from three to five years are now being given. The longer term financing has materially improved the current ratios shown on the balance sheets.

"Credit men should observe current charges for depreciation which should approximate 20% of the cost of equipment before depreciation reserve. An operating ratio of 100 would indicate a concern was just breaking even, while a ratio over 100 indicates they are losing money. Of considerable importance to the credit man, an operating ratio of say 95 or less would indicate that the motor freight carrier is well managed and making money."

Utah Refining Expands Marketing in 2 States With New-Station Drive

SALT LAKE CITY, Utah—A million-dollar marketing expansion program has been started by Utah Oil Refining Co. of Salt Lake City, with first step the construction of 15 service stations in Utah and Idaho.

Utah Refining (Utoco), an Indiana Standard affiliate, estimates cost of the 15 stations at $500,000. Six will be new locations, the other nine will be built on existing sites after razing of present buildings. They will be built in the following places:

Utah—Salt Lake City (5), Salt Lake County (2), Ogden, Price, Payson, American Fork and Tooele.

Idaho—Saint Anthony, Twin Falls and Pocatello.

Design and Equipment

Features of the new stations include:

1. Specialized lubrication and washing facilities, including overhead reels and concealed-type lubricating equipment.

2. Full fluorescent lighting inside and partial outside, where sealed beam floods also will be used. Concrete driveways.

3. Large restrooms finished in ivory and green ceramic tile. Salesroom floors of red quarry tile. All other floors of red-surfaced cement.

4. Construction of porcelain enamel steel, with trim of stainless steel. Insulation with 3 x ½ in. rock wool.

Completion of final station is scheduled for Dec. 1.

Credit Card Practices Reviewed In Survey of Southwest Marketers

Applications Still Handled by Many Dealers; Success of Consignee-to-Jobber Switch Cited

By NPN Staff Writer

FORT WORTH—Six out of seven large oil companies surveyed in the Southwest still have credit card applications in the hands of service station dealers, according to reports from credit representatives at the Southwest Petroleum Credit Assn. convention May 22-23. The seventh company has withdrawn applications from service stations, and requires that applications for credit cards be made by letter from the customer directly to the company's headquarters.

The six companies who continue to have applications available at stations require that all applications be given a preliminary screening by consignees or jobbers in whose areas they originate. Percentage of applications for credit cards approved by all of the companies ranged from 50% to 80%. Only one company reported any promotion effort being put behind credit cards. Its plan was described as limited to inactive credit card accounts, and as taking the form of an occasional mailing of blank statements with a paragraph of selling copy printed on the face.

Estimates of the ratio of active credit card accounts to total credit card accounts ranged from 50% to 78%. The estimates were based on the probable situation at any given time rather than an accumulated experience of a period of a month or longer. Little change up or down was reported in the percentage of credit card accounts in current condition. Collections were said to be holding up well in general, although requiring an increasing amount of effort to keep them so.

It is general practice in the Southwest as elsewhere in the country, not to notify a customer whose application for a credit card has been rejected. Where a jobber or consignee is involved it is customary to notify him. However, one company is starting the practice, borrowed from an eastern marketer, of writing a letter of acknowledgement upon receipt of an application. In the letter the customer is told that if credit is approved he may normally expect his card in approximately two weeks. If approved the card is mailed out; if not, there is no further notification.

None of the southwestern credit men has set any minimum monthly income as a prerequisite for issuance of a credit card. Reasons advanced were the considerable range in pay and living standards between urban and rural communities which is especially marked in this area.

One credit man offered his opinion that it was not wise to cancel a credit card because of non-use, as is the practice of a number of marketers. He pointed out that credit cards are often in the hands of good customers who may be buying steadily, and for cash. They may value the credit card as a reference, or for use in an emergency, or for other reasons, and there is no constructive purpose served in cancelling such cards.

Favors Jobber Representation

Considerable interest was aroused over a report by one member of a switch from consignee to jobber representation in an entire marketing division. It was disclosed that the company began converting from consignees to jobbers some four years ago, finding many of its consignees with ample capital available to purchase facilities and finance operations, and has never "lost a single cent" on any of its jobber accounts.

The speaker said his company helps jobbers set up accounting procedures, carries credit card accounts, as well as those of certain contractors, and out-of-state corporations, but otherwise extends no financial assistance.

The jobbers are given complete discretion in the conduct of marketing activities, he said, adding that in his opinion jobber representation is the most efficient method of distribution from all angles, and should be more widely adopted by the oil industry.

The speaker was questioned at some length from the floor as to the details of his company's jobber program. Among other things it was brought out that uniform terms to jobbers are 1%, 10 days, and that good relations are ultimately best served if the jobber is held rather closely to these terms. Whenever billing for the load of products is not met in 10 days, arrangements are made to have a cashier's check presented at the refinery for the next load, and the jobber's situation is given immediate attention.

In a brief discussion of collection agencies, a member suggested that they should be investigated with the same care devoted to a credit investigation. In general he said there is improvement in the quality of collection agencies, but there are still a number of unreliable agencies in the field.

Collection agency trade associations are making good strides in raising the standards of their members, he said, noting that the greatest fault of the average collection agency is failure to furnish frequent reports on steps taken to collect, and the success or failure of efforts exerted. In subsequent discussion it was agreed that chief virtue of a collection agency is the psychological effect on the debtor of the intervention of a third party.

A member reported on a check made of practices of oil marketing companies in recruiting new men into their organizations. He said it is now almost universal custom to look over graduating classes of colleges for likely material; arrange field training for new men; conduct training classes for present personnel; analyze more thoroughly their aptitudes; and otherwise strive for the long-range improvement of the whole organization. He suggested that credit men keep abreast of these developments, assist in selecting desirable new men, and undertake the training of recruits in credit department work.

The ideal qualifications for a member, of the credit profession were outlined for the group by a member, who gave a detailed list of a credit manager's obligations to his company, his customers and his associates. He mentioned particularly the credit manager's responsibility to conserve the company's capital represented by accounts receivable and his equal obligation to safeguard the company's good will with its customers and its good relations with the public.

Improving Letter Writing

An unusual talk was given by one member on the subject of business letter writing. Too many business men, he said, cling to old, stilted forms of expressions once thought desirable in business correspondence. Credit men, he said, have to take the lead in writing sincere, direct and friendly letters.

An effort should be made to correct common errors in English, he said, and he quoted from an elementary English grammar to illustrate the right way to handle pronouns. The appearance of letters is also important.

Finally he urged credit men to seek the positive approach in their letters, and to try to raise the recipient's thinking up to a cheerful level at every opportunity.

Oil Jobbers Fight Socialism, Build Strong Industry, Vandeveer Declares

By ANDREW R. PATLA
NPN Staff Writer

RICHMOND, Va. — A long-time fuel oil marketer last week hailed Independent oil jobbers, along with other small businessmen, as the "spearhead for our free competitive system."

Addressing the Virginia Oil Men's Assn. spring meeting May 26 at the Jefferson Hotel, Richmond, Va., W. W. Vandeveer of Cleveland struck sharply at the trend toward Socialism in government today and warmly commended jobbers for their "vigorous and aggressive" business methods that have provided a bulwark against oil industry domination by either private or government monopoly.

Mr. Vandeveer was co-founder of the 12-million-dollar Allied Oil Co., Cleveland, that recently merged with Ashland Oil & Refining Co. He now serves on the board of directors of Ashland.

At a business meeting preceding Mr. Vandeveer's address, Virginia oil men voted to "endorse and support" the program of the Oil Industry Information Committee. This concurred with similar action taken on May 25 by the Virginia Petroleum Jobbers Assn., which also met at the Jefferson Hotel.

Ask Jobber Representation

In other joint action, the oil men's association followed the lead of the jobbers in drafting a request to Gov. J. S. Battle that an oil jobber be included in the eight-man commission which has been authorized by the state legislature to study the present gasoline tax law. The jobber selected by the Independents, and endorsed by the oil men, was Gilbert S. Campbell of Charlottesville, former jobber association president.

Earlier E. H. Kyhn of the Virginia Petroleum Industries Committee had reminded jobbers of the need for more aggressive participation in legislative proposals. The jobbers lost their recent fight to secure an increased gasoline tax allowance from the legislature, he indicated, because legislators had not been contacted in their home districts.

The jobbers also voted approval of a plan whereby members would be left free to join the Automotive Trade Assn.—composed primarily of automobile dealers—in order to benefit from that organization's group insurance program. Earlier, Mr. Catterton had informed the jobbers that the association, itself, could not take on an individual group insurance program for employers and employes because the qualifications on minimum membership laid down by the insurance companies could not be met.

The jobbers discussed, but put off action until later, a plan for organizing consignment distributors as a separate division of the association. This has already been done by the neighboring North Carolina Oil Jobbers Assn., and executive secretary of that group, W. A. Parker, was on hand to describe the satisfactory manner in which that arrangement has worked out. He emphasized, particularly, how the two groups can work together in promoting legislative aims.

The subject of increased competition to fuel oil markets from natural gas came up for discussion and the following committee was named to study what action the association might take in handling this problem: H. Godwin Jones, Fuel Oils, Inc., Richmond; J. D. Haire, Delta Oil Co., Petersburg; and E. L. Fentriss, E. L. Fentriss Co., Norfolk.

Other Resolutions Adopted

Meeting the following day after the jobbers, the Virginia Oil Men's Assn. adopted three other resolutions in addition to action taken on the OIIC program and the gasoline tax study commission. These were to:

1. Advise gasoline consumers and consumer organizations of the need for a constitutional amendment to prevent the diversion of highway funds.

2. Re-affirm opposition to: increased gasoline taxes, diversion of highway funds and discriminatory legislation against the oil industry.

3. Commend the Senate Finance Committee for its action in eliminating language in the Social Security bill (H. R. 6000) which might have endangered the Independent status of jobbers, distributors and dealers, and to petition the Virginia congressional delegation to support the Senate group's action.

Legislative Activity

The Virginia oil men also heard the chairman of the Legislative Committee, Benjamin Dennis, Jr., James River Oil Co., Richmond, report that:

1. Legislature reduced penalty on late gasoline tax reports from 25% of tax to 10%.

2. Committee was developing a plan for holding legislative meetings in each district of the state, so that legislators can be approached with the oil men's legislative program well before the next legislature convenes in January, 1952.

Warns Against Monopoly

Following up his strong blast against Socialism and the "Welfare State," Mr. Vandeveer warned that "more government in business is not the only threat."

"There is another road that can bring us to a Socialistic state," he said, "and that is monopoly road. It is the road, if we take it, that will be strewn with the bodies of bankrupt businesses, the skeletons of merged-out businesses, and the souls of Independent professional men."

"I mention monopoly because that is one of the favorite bug-a-boos that is paraded around Washington by the Fair Dealers. Even though the Standard Oil trust was broken up nearly 40 years ago, the oil industry continues to be under the continual scrutiny and investigation of Washington bureaus and congressional committees.

"I hold no brief for the major oil companies—but neither can I see how the public or the Independents in the oil industry can be served better by atomizing the integrated oil companies through divorcement."

Cites Jobber Record

After citing the highly-competitive records of integrated oil companies since the Standard Oil trust days, Mr. Vandeveer continued:

". . . Independent jobbers have made their contribution, too. . . . Thirty years ago, there was not a fuel oil business to speak of. The bigger oil companies were not interested. Their charts and graphs proved that oil could not compete with coal and natural gas. If the oil industry had been a monopoly—run by the government or by a trust—it would have been 'thumbs down' for oil heat."

"As long as small business is vigorous and aggressive—as long as there is room for thousands of small enterprises—America cannot be regimented into a totalitarian state," Mr. Vandeveer concluded.

Before the jobbers voted to endorse the OIIC program, they listened to an address by E. E. Robinson, field representative in the Middle Atlantic District.

Illustrating the types of attacks to which the oil industry has been subjected, Mr. Robinson said that the industry has been accused, in the past, of wasteful practices in the oil fields and at the refinery. Yet, he said, when the Justice Department filed antitrust action against the seven West Coast oil companies—the basis of its suit was "oil conservation."

Editorially Speaking

Strong Fight, with Facts and Figures, Needed To Counter Many Attacks Against Oil Industry

THE deluge of antitrust suits, congressional and government agency investigations and harsh charges in general, that are now being hurled at the major oil companies in particular, point imperatively to the urgent need for those majors to do a far better job of telling the public about themselves, and the industry in general, than they ever have perhaps even thought of doing.

While NPN's staff has what is often described as the average newspaperman's cynical view of the lies and bunk handed out by public officials and recognizes quite well the ability and liking of many public officials for being two-faced, nevertheless the major oil companies—and the oil industry—should fully recognize the volume and violence of these charges and the seeming large number of people who are behind them and the larger number who may believe in them.

Particularly should this recognition of the bitterness and general injustice of these attacks be given because this is not only a most important campaign year, but it is the opening battle for one of the greatest campaigns in the history of this country, that in 1952 when the present incumbent of the White House undertakes to return for a "third term." Unless Truman and his crowd radically change their tactics, that campaign will be more bitter and contain more pledges for more socialization of the country and be prosecuted with more downright falsehoods against big business, than even that most disreputable campaign waged and won by Roosevelt for his fourth term. One need only refer to the utterly stupid high-hat counter campaign of Dewey and his Republican friends of 1948 for evidence to justify the fears of what can come from the approaching campaign unless it is intelligently and forthrightly fought, not only by the Republican party and those who believe as most Republicans do, but by business, especially big business and especially the major oil companies.

Many Charges Are Vicious and Untrue

So many vicious and untrue charges have been hurled at the majors and many at the whole oil industry the past few days that we do not have the space in this one issue to give them adequate discussion in order that the industry may have a clearer idea of what they are and how unfair and untrue at least many of them are. So we will spread such a discussion over a number of issues.

This and future discussions will be aimed at trying to prevail upon the major oil companies particularly, and the API public relations committee also, to see the absolute necessity of their discussing with the general public at once the facts regarding each specific charge made against the majors and the industry.

General denials can only appear to the average man to be ducking the questions. Especially in these days of rapidly moving political events such denials cannot make a dent in what the public may think in the face of the constant barrage of charges of crimes, charges made from many high places in the government, charges that name specific crimes—though of course not the facts on which the crimes are allegedly based—and they are crimes for which any perpetrators can be put in the penitentiary, be heavily fined, be fired from their individual jobs, and their companies also fined and even broken up or given whatever else a court—one judge only—may decide is a suitable punishment.

While the American public is unquestionably the best educated in the world, nevertheless the oil men concerned should not overlook what 17 years of steady pounding away with half truths and downright falsehoods about business can do to the thinking of many. Witness the success of the charlatans and reformers of Europe of recent years. In our country, unfortunately, too many growing groups have been blinded by their personal pelf from the public's treasury of rights and privileges and dollars, to even pause or care as to what is true or false, or what is good or bad for the rest of the citizens of the U.S.

Definite and Exact Information Needed

The defense of the major oil companies and of the whole oil industry should be given to the public just as it some day must be given to a court of law. Definite and exact information as to what the industry is, what it does and how it is obeying the law and benefiting the public must be stated in specific facts and figures.

This definite and accurate information cannot be gotten to the public by expecting the newspapers and magazines to print a lot of handouts free. Nor can it be gotten over solely by speeches to clubs and other meetings, nor by moving pictures. These last two methods are heard and seen by too small a part of the public and it takes too long to make the speeches and to manufacture the movies. Besides, minds, especially those uninitiated to an industry, have too much difficulty with strange facts and figures properly to value them.

The major oil companies' story, and that of the industry, must be told in the same way the A.&P. grocery stores have told their story by printing the cold hard facts for all to read and study. Maybe not so many people will stop to read those facts as will look at pictures that suggest a comic strip, but those who do will have a far clearer picture as to what the industry actually is and what it does.

True, the administration at Washington will yip about the industry's "bypassing court and jury" but what does the Department of Justice itself do, or President Truman

or all the other members of the administration, in their handouts and political speeches? In fact, what are the government's petitions themselves that contain these unfair and untrue charges, but a form of publicity handout? Why are many filed except to get publicity for the political fortunes of the administration?

Right now we see members of the administration referring to these suits that have been filed in the past, even 10 years back, on which not a word of testimony has been taken and on which no proof whatsoever has been presented, as if what has been charged in these suits has been proved and the suits now can be cited as "evidence" in support of today's charges.

So there is no reason why the oil men should stand on any ceremony as to the manner in which they reply to these charges that are aimed to so undermine the faith of the public in the oil industry that the administration and radicals and other conniving groups can do with the industry what they want to. Citizens still do have some rights.

Few if any of the charges made against the industry and the majors can be answered properly in words of one syllable or in pictures for the simple-minded.

For instance, in the Department of Injustice's petitions in the California suits, and in official statements of various officeholders at Washington, much is now being made of the fact that the oil industry so generally seems to follow a price leader. Can the very sound economic and legal reason for that course of action be explained in 50 simple little words with a couple of pictures, explained so that an intelligent or even halfway intelligent reader will understand and believe the answer?

A Simple Denial Doesn't Do the Job

A simple denial that such uniform price levels are evidence of collusion will not suffice, else we would not have such constant repetition of that charge today, as simple denials have been made by those in the industry many times in the past. No, the economic reason for such price levels must be explained which means some laws of economics must be taught the general public and that will take much space. Trick advertising copy will not do the job.

Is a simple denial given once or twice by an oil company or two to such accusation going to stop John J. Carson, the new member of the Federal Trade Commission, from raising his eyebrows at this seeming uniformity in prices—as he did before the House Commerce Oil Subcommittee the other day and in which statement he evidently viewed with some suspicion the fact that NPN—like all other business publications the world over—was printing prices, an act which comes after the prices have been established by their makers and not before?

Hardly. Carson, like the others, will use the charge as long as he thinks he can make some of the public believe it is evidence and as long as it will damage the reputation of the major oil companies and the oil industry which is as long as Carson thinks the public does not know the facts. Of course, another factor with Carson is the fact that he was put on the commission to represent and speak for a group, the co-op companies—many of whom in the oil business have been bitterly fighting the oil majors and the whole oil industry because they want more advantages given them than just that of not having to pay taxes to support the government that makes it possible for them to have a business and customers at all.

To explain to the public this result of the law of supply and demand is going to call for some of the best brains that are thoroughly familiar with the workings of the industry. These brains will probably have to give full time to the task and for a long period, for the task is a big one and will continue perhaps for some years.

This is not a simple advertising job, or merchandising affair, nor an adventure into public relations. Today the oil industry is in real peril and it must fight for its life in the most effective way possible not only before many of the courts of the country, but before Congress, this and future ones, and before many state legislatures, and particularly it must fight for the clear understanding and fair interpretation of the industry's story before the greatest court of all, the court of public opinion.

May the industry, and the major oil companies, not minimize the job nor the quality of the material and ability of the fighters needed to win it.

Comments on editorials are always welcomed by NATIONAL PETROLEUM NEWS. Please write: Warren C. Platt, Editor, 1213 West 3rd St., Cleveland 13, Ohio.

South Carolina Votes Down Gasoline Tax Hike

A renewed threat that South Carolina would increase motor fuel taxes has been defeated. An appropriations bill asking a 1c per gal. gasoline tax hike, plus a 3% general sales tax to include motor fuel, has been voted down by the state House of Representatives, 90 to 17. The sales tax levy would have added about 0.9c to the price of gasoline. It is thought possible that further efforts to increase gasoline levies will be made by the legislature.

In other state legislative developments:

1. **Massachusetts State Senate** has approved a bill prohibiting less-than-cost sales of gasoline at the retail level. The measure, sponsored by Retail Gasoline Dealers' Assn. of Massachusetts, sets forth the method of determining the cost to retailer, permits give-aways as a cost item, and sets a fine of not more than $1,000 as the penalty for violation.

2. **New Jersey Legislature** has passed bills limiting truck weights and amending the motor fuel tax law. The truck bill:

Limits single axle weight to 22,400 lbs. and tandem axle weight to 32,000 lbs.

Increases license fees on trucks about 25%.

Increases height limit from 12.5 ft. to 13.5 ft.

Subjects vehicle owners to fines of from $200 to $750 and revocation of registration for overloading. Authorizes the state to file civil suits to recover from drivers and owners costs of damage to highways by overweight vehicles.

The new axle weight limits are not applicable until March 31, 1955, to any vehicle registered in New Jersey before March 1, 1950, or contracted for purchase by New Jersey residents prior to that date.

Repeals present wheel load limits based on tire sizes.

The motor fuel tax bill:

Provides for tax-free sales between licensed distributors under such regulations as the administrator may allow.

Amends the definition of distributor to include those who store motor fuel in the state, such as truck, bus and airplane companies.

SINCLAIR

OIL CORPORATION'S

New Twin Rack

IN PHILADELPHIA
EQUIPPED WITH

16 ROTOCYCLE METERS

Model B-5 Rotocycle with printing register. Capacity 500 gpm on pump. Other sizes having pumping capacities of 100, 200 and 330 gpm available.

Where experience wrote the specifications

The selection of Pittsburgh Rotocycle meters by the Sinclair Refining Company for its new twin loading rack at the Philadelphia Terminal was a tribute to the accuracy and proven dependability of this equipment. There are a total of 16 Model B-5 Rotocycles with printing registers installed on these racks; eight to each platform.

Previous experience with Rotocyle meters at other Sinclair terminals and bulk stations dictated the meter choice. Repeat orders *are* the best evidence of satisfaction and every day old customers are ordering more Rotocycles. We would like to demonstrate why—show you some interesting case histories of actual operating experience. Write today.

Pittsburgh Equitable Meter Division

ROCKWELL MANUFACTURING COMPANY

PITTSBURGH 8, PA.

ATLANTA BOSTON CHICAGO COLUMBUS HOUSTON KANSAS CITY LOS ANGELES
NEW YORK PITTSBURGH SAN FRANCISCO SEATTLE TULSA

Illustration at the left and others throughout the article show some of the reasons why Mr. Bean does not patronize three out of four service stations. The cartoons were prepared by NPN

Mr. Bean Tells Why He Didn't Give 1,500 Service Stations Any Business

By F. A. BEAN

In a previous article by this writer and published by NATIONAL PETROLEUM NEWS a statement was made to the effect that:

"Since the end of hostilities in 1945 more than 25,000 miles had been driven for pleasure and that about 500 stations have been entered for service and more than 1,500 were not entered when service was needed because of something unsatisfactory which had been seen from the street or highway."

To this it should be added that the 1,500 stations which were not entered, displayed the advertising of 14 so-called major companies, also some of their subsidiary companies, a few small independent companies and jobbers. About 75% of these stations were urban and the balance were rural; they were located in more than 30 states.

The statement above referred to has brought forth a considerable number of inquiries from oil company officials who read the original article and from small jobbers and service station dealers who had reprints of the article.

Questions Asked

Here are the questions listed in the order of the frequency with which they were asked:

1. What did you see before entering these stations that caused you to pass them up?
2. Did you purposely pass up small stations?
3. Did you intentionally pass up stations that were not of modern construction?
4. Did you pass up any station because of the products advertised?

One of the letters blandly suggested that these stations should not have been passed by, but should have been entered in a spirit of helpfulness and the opportunity taken to point out to the operator what had been seen that was not as it should be.

Pleasure, Not Inspection, Trips

Once more it should be stated as emphatically as is possible that these are pleasure trips and were not for the purpose of inspection, although on some trips careful notes have been kept concerning the stations that were entered for service, certainly no stations were entered for the purpose of educating the operators. I am not retained by any oil company.

If the supplying company or the station operator is not interested in seeing conditions improved at that particular station, it is very probable that customers or tourists are not going to worry themselves about the matter.

Then again some of these operators may have the same feeling as the operator whose unsigned letter, a few months ago, appeared in the columns of NATIONAL PETROLEUM NEWS and who wrote that he did not want any tourist business but preferred to serve garbage trucks.

Now to answer the four questions in their reverse order.

Answers to Questions

Here is the answer to question number four: Just one case is remembered where the products advertised were the cause of the station being passed up. It was a semi-rural station which probably belonged to a small jobber or an Independent dealer who had evidently

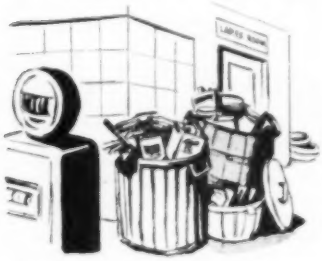
a trade name for his products. This name was entirely unfamiliar and was never seen at any other station and it was decided not to take a chance. Otherwise the station appeared to be reasonably clean and attractive. When in an unfamiliar part of the country, it is believed to be good practice to purchase only such petroleum products as you know about or are nationally advertised.

Question three and two will be answered together because of their similarity.

No stations were by-passed because they were small or because they were not of modern architecture. Experience has shown that many small stations and stations with architecture dating back to the early thirties were clean and gave fairly good service, on the other hand, experience has shown that some of the largest stations and some of the most modern were dirty to the point of being filthy and in other cases gave extremely poor service and the attendants were discourteous.

It was in one of these large, modern stations that the attendant attempted to short-change the writer out of everything but his shirt and in another large and modern station a super brand of discourtesy was dispensed.

Before answering question number one, which covers the reason for not



entering stations, it should be stated that when touring, hotels, tourist camps and restaurants are very carefully scrutinized by most drivers before entering and service stations fall in the same category.

Things Observed from Highway

In the following paragraphs are things which can be observed from the street or highway and when any one of them is in evidence it should be sufficient to keep a stranger from entering the station. They very definitely govern this writer's actions. Of course there are cases where outside appearances are deceptive and are not a true index of conditions on the inside. This also applies to the selection of hotels, tourist camps and restaurants.

This writer does not enter a sta-

tion when it can be seen from the street or highway that:

1. The driveway or grounds are littered with papers, pieces of wood, paper cartons or tin cans, or rubbish can be seen at the sides or rear of the building, or in summer the lawn is not properly trimmed.

This all indicates shiftlessness and the inside would probably be worse and the service just as bad.

2. The pumps are dirty, greasy or badly in need of paint or the pump islands are cluttered up and congested with merchandise.

This is another indication of shiftlessness and poor management.

3. Driveways are full of holes or cluttered up with soft drink cases or merchandise.

This also indicates poor management and usually goes hand in hand with poor service. Cluttered driveways and driveways in poor repair are apt to be the cause of an accident or damage to a car.

4. The windows are so dirty or plastered with advertising that the inside of the building can not be seen, or the outside of the building is hung with festoons of cheap merchandise.

This is just another evidence of poor housekeeping. You wouldn't go into a hotel or restaurant where the windows were dirty.

5. When through doors or windows, slot machines or pin ball machines being played by men or boys, or there is evidence of other gambling or there is evidence of the use or sale of beer or liquor.

These things may be all right in their proper place but there are many drivers who object to such practice in the places where they do business. None of these things mix with gasoline and they have no business in a service station, they only attract loafers and hangers on. If an operator can not make a living without these things, then he had better get out of the service station business.

6. When no cars can be seen in the station to be serviced and there are several loafers around the place.

Loafers are a detriment to any business, regardless of its nature and most tourists will refuse to leave their cars to visit restrooms, when loafers are present.

7. Cars are being serviced with attendants or customers smoking or a tank truck is being unloaded with the driver or anyone else smoking in the station.

While there are many who do not appreciate the danger in such practice, it has been the cause of several serious fires and accidents.

8. It can be seen from some distance that the attendants are dirty or unshaven.

This does not mean that they must be in uniform, though uniforms usually help, but either their uniforms or their clothing must be neat and clean.

9. When there are two or more ramshackle cars with "for sale" signs cluttering the station. This is an indication that the operator is not giv-

ing his entire time to service station operations.

10. At night the station is poorly lighted or the lights are dim from dust or dirt or there are several burned out bulbs.

This is again evidence of shiftless-

ness and poor housekeeping and usually goes hand in hand with dirty restrooms and poor service.

11. If wash rack or lubritorium can be seen to be dirty or disorderly. If these places are not kept clean it can be assumed that your upholstering and fenders would not be too carefully guarded while your car is being serviced at the island or elsewhere in the station.

12. Attendants abuse of customers' cars by racing motors, speeding them up and then slamming on the brakes.

This is a practice all too common. Most drivers, regardless of the age of their car, dislike having someone abuse it. If they see an attendant abusing another customers' car, they assume that that is what will happen to their car if they leave it to be lubricated or washed. Attendants who treat cars left in their care in such a manner are not going to use very much care in servicing your car at the island.

13. Buildings, fences or lattices in need of paint or repairs. Paint, lumber and other materials are not so expensive that it is good business to neglect such matters. There is an old saying to the effect, "To be prosperous, you must look prosperous."

It must be remembered that any and all of these things can be seen by any prospective customer before entering the station and they are the things that kept this writer from entering more than 1,500 stations when service was needed.

Several times other cars were observed to slow up as if to enter these stations and then drive on.

The supplier's advertising displayed in these stations and others of a similar style certainly do not reflect credit on such supplier.

There are several restaurant chains in various parts of the country. Each is nationally known not only for good wholesome food at fair prices but also for cleanliness, excellent service and courtesy. It is always a safe bet to patronize the places where their advertising is displayed.

Why can't some of the oil companies build up the same kind of a reputation?

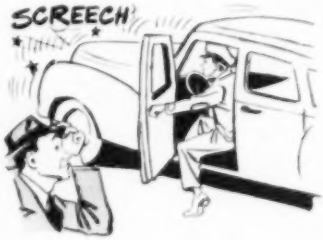
Lost Sales

Assume that any of the stations described in answering question number one, lose three customers a day because of something seen about the station before entering and assume that this lost customer would have purchased a minimum of five gallons of gasoline. Then nearly $1,200 in gross sales has been lost annually through poor business methods and mismanagement. Of course some other station has taken this business. Some of these lost customers might have come back and even become permanent customers which makes the money loss greater.

For the past five years, one of the pet peeves of this writer has been the "dirty, serviceless" service stations.

With all that has been written on the subject it has not yet been taken seriously by many oil company executives and thousands of station operators. This is shown by the fact that the American Automobile Assn. has very recently made another report on dirty restrooms and service stations.

This writer has never been a member of the American Automobile Assn. nor has he ever been acquainted with its officers but knows from

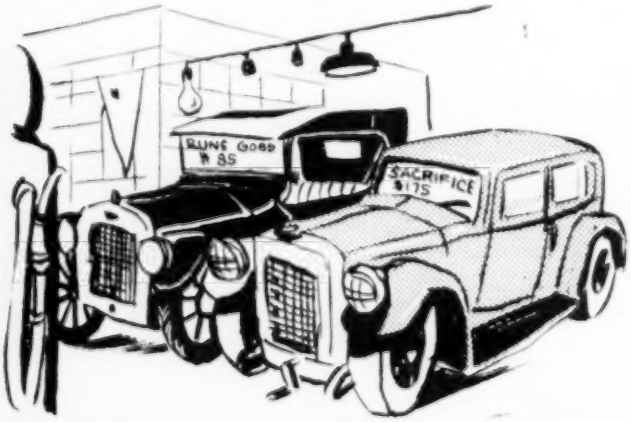


experience that these complaints are justified.

Their report also states that during 1950, 60,000,000 tourists in 30,000,000 cars will spend $6,000,000,000. Various authorities have estimated what part of the tourist dollar goes to the oil companies and their dealers.

Accepting the lowest of these estimates the oil companies and their dealers should receive a little over $2,000,000,000, a greater part of which will pass through service stations. Which oil companies and their dealers, through their service stations, will be able to attract their proportionate part of this money?

What part of this $2,000,000,000 are you going to get, Mr. Service Station Operator?



Reprints of Mr. Bea:.'s article are available at the following prices:

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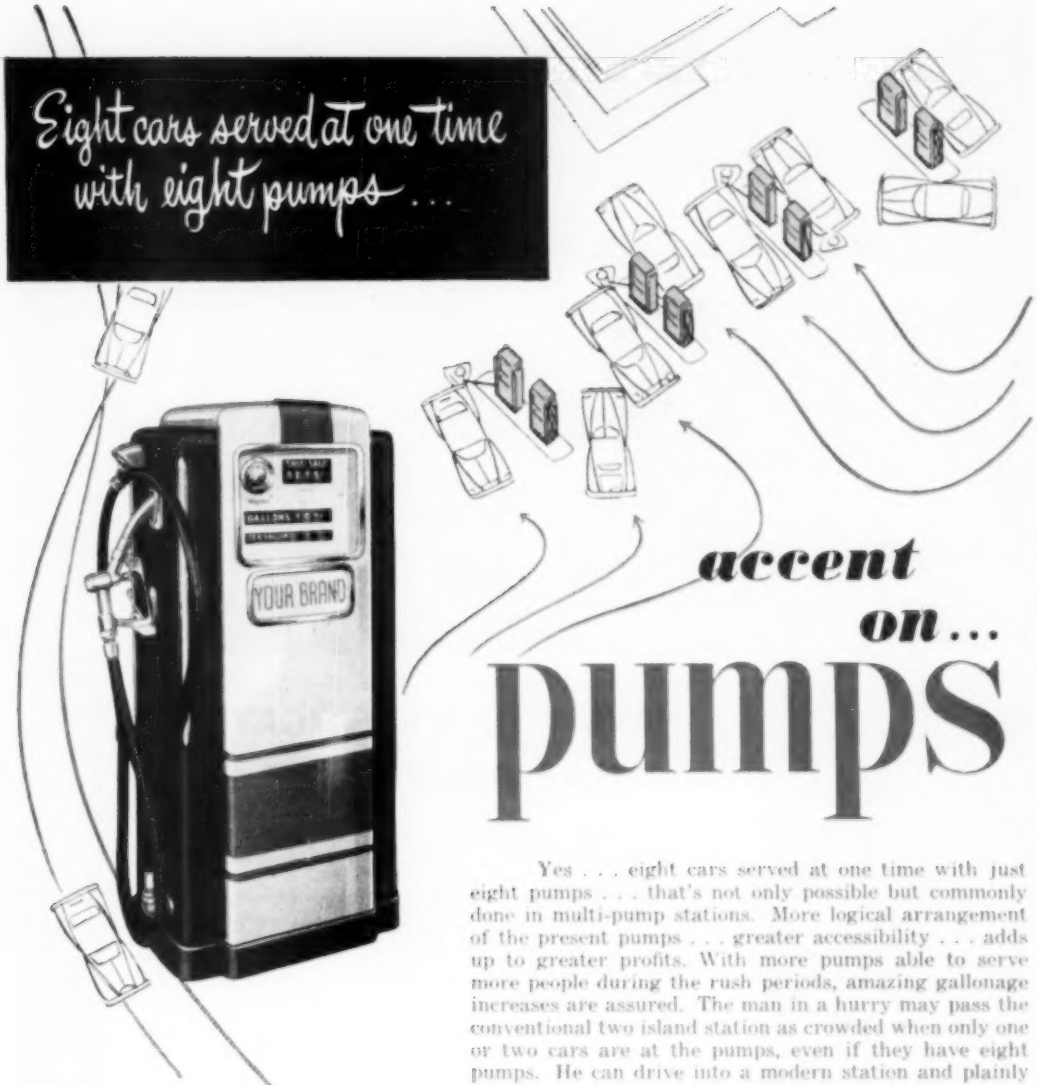

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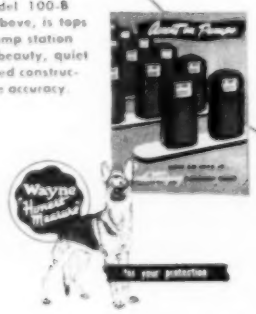

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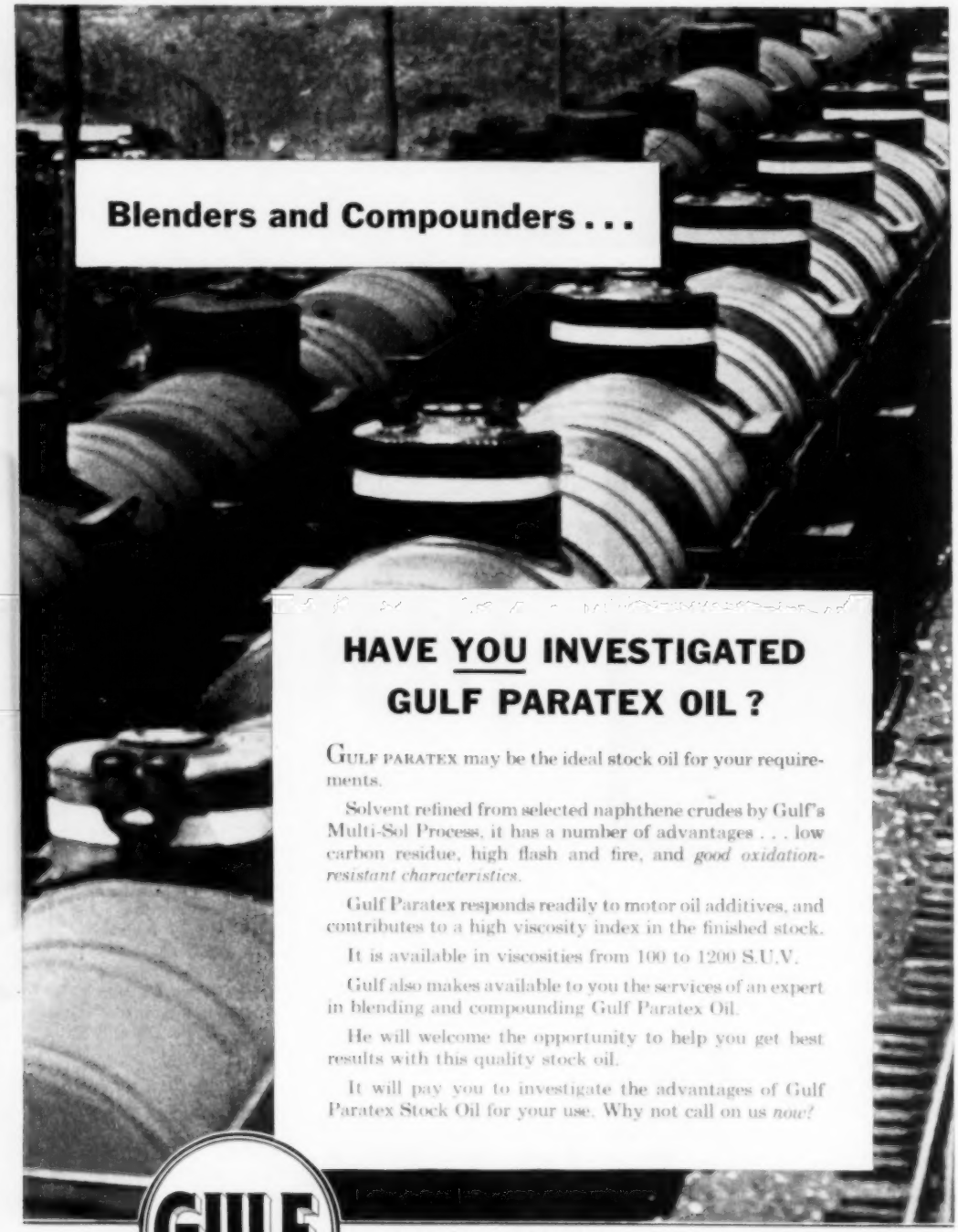

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Members of Petroleum Advisory Group, composed of oil men advising Army's Far East Command, shown with officers of Army Petroleum Division at recent meeting in Tokyo. Oil men are helping rehabilitate Japan's oil industry. Left to right in front row are: Lieut. Col. G. H. Montgomery; G. J. Jillson, Caltex Oil Co., Advisory Group chairman; Col. E. R. Chase; and T. P. Nock, Standard-Vacuum Oil Co. In back row left to right are: F. C. Weyand, Tide Water; G. E. Torrey, Caltex; J. C. Lumgair, Shell (England); and Lieut. Col. C. C. Reger. Advisory Group member R. T. Denison of Standard-Vacuum, was away on leave when picture was taken

Petroleum Advisory Group Aids Japan In Rebuilding Nation's Oil Industry

Vital to the successful operation of Japan's petroleum industry is a group of six oil men from the United States and England known as the Petroleum Advisory Group. They were recruited following the last war by Gen. Douglas MacArthur and given the task of putting Japan's oil industry back on its feet.

Drawn from large oil companies having pre-war interests in Japan, the group is headed by Chairman G. J. Jillson of Caltex Oil Co. Other members are: T. P. Nock, and R. T. Denison of Standard-Vacuum Oil Co.; G. E. Torrey, Caltex; F. C. Weyand, Tide Water; and J. C. Lumgair, Shell (England).

Chosen for knowledge of petroleum marketing, refining, production and legal problems, the group is a civilian organization within the G-4 section of the military forces in occupied Japan, with specific attachment to the office of the Area Petroleum Officer, G-4, General Headquarters, Far East Command.

Purpose of the group is to advise the Area Petroleum Officer. Its responsibility is to:

1. Study the market to determine oil requirements essential to minimum civilian economy.
2. Evaluate domestic refining output to determine import requirements.
3. Study legal aspects of producing, refining and distributing, including price structure, rationing and other laws of Japanese Government relating to the oil industry.
4. Survey petroleum properties and organizations and arrange for operation of facilities in behalf of the U.S. or other allied armed forces.
5. Inform other U.S. agencies of its work.
6. Prepare yearly budget estimates for Japan's oil industry.
7. Maintain adequate supply of crude and products by scheduling imports when needed.

Efficiency with which the Petroleum Advisory Group has operated has been praised by Col. E. R. Chase, Area Petroleum Officer, who states that "their work has been appreciated, as we would have been unable to complete our mission without their assistance."

Jobbers to Mark 25th Year

Special to NPN

MADISON, Wis. — An enlarged equipment show will be a feature of Wisconsin Petroleum Assn.'s 25th anniversary convention Feb. 27-28, 1951. "Elaborate" plans are underway for the convention, to be held at Milwaukee Auditorium in Milwaukee.

Truck Driver Honored

Special to NPN

DES MOINES—An oil transport driver for Ruan Transport Corp. has been named by the U. S. Treasury Department to drive a Liberty Bell truck on a seven-week Iowa tour in connection with the Independence savings bond campaign.

He is William F. Powers, 1949 "Driver of the Year" for Iowa Motor Truck Assn., and winner of several other awards for safe driving. He will drive a truck carrying a bronze replica of the original Liberty Bell through 80 counties on a tour ending July 4 in Des Moines.

The WISE BIRDS are c

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Without cost to you—and while you wait—we'll check the operating condition of the following:

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4. Wiring
5. Supports
6. Upper Coupler
7. King-pin
8. Lower Coupler
9. Hook connection
10. Flares and safety equipment

3 FOR ACCESSORIES

While you're in for that safety inspection, check the Fruehauf accessories counter. You'll find a complete line of accessories—all competitively priced—for safe, efficient handling of your equipment.

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AIR HORNS—Twin bell, chrome plated. Includes all mounting parts. Complete and installed **$24.95** taxes extra

SPOT LIGHT—Corner post mounted, complete with brackets. Ideal for road sign and house number identification. Full price installed **$15.95** taxes extra

FOG LIGHTS—Heavy chrome plate, white or amber lens. Kit contains: 2 lights, brackets, lenses, switch and wire; available in 6- or 12-volt capacities. Installed **$11.95** taxes extra

DIRECTIONAL SIGNAL KIT (fender)—Consists of two double-faced fender directional lamps and switch. Mounted and installed. **$11.75** taxes extra

7" STOP LIGHT—Giant Stop Light, black enamel finish. Complete and installed. **$3.75** taxes extra

FRUEHAUF

Care in Handling Batteries Will Cut Adjustment Costs, Increase Profits

By FRANK C. STURTEVANT
NPN Staff Writer

FRENCH LICK, Ind.—The oil marketing industry has a TBA profit leak which can be stopped by cutting down on unnecessary battery adjustments. Results of tests on batteries turned in by dealers because of claimed failure within the warranty period were reported by John K. Howe, TBA manager, Skelly Oil Co., in a talk before the merchandising division of the Assn. of American Battery Manufacturers convention here, May 17.

Selecting batteries at random from those on which adjustment allowances had been made, Skelly Oil Co. and its battery supplier found that 53.6% of the batteries tested only needed adequate recharging to put them back in condition. These tests were made in January, 1950, as part of a continuing drive to reduce battery adjustments, begun by Skelly in the fall of 1949. Battery adjustments began to rise sharply in the summer of 1949, said Mr. Howe, reaching a peak of 5% under a method of measuring the dollar value of adjustment allowances against battery sales for the previous month. The 5% figure compares with a 1.5% average maintained for many years prior to 1949. It also compares with 4% average during recent months as a result of Skelly's educational campaign. According to Mr. Howe the adjustment percentages would be about the same if calculated on a unit basis, rather than on a dollar basis.

The increase in battery adjustment claims was ascribed by Mr. Howe to several causes:

1. Batteries, in common with many other items, were in short supply for a long time, and replacement sales only reached their peak during 1948. While the shortage existed, adjustment claims in relation to sales were low. The customer's biggest problem was how to get a battery in case of need.

2. There has been for a long time a big turnover in service station help. Information about battery testing and care has not been thoroughly disseminated to dealer employes. Also during the shortage period batteries moved out rapidly to the consumer, usually in a fully charged state, and consequently with a better chance of living out the life of the guarantee periods.

3. Both dealers and warehousemen have been lax on two points: keeping battery stocks fully charged; and use of proper care to determine if a battery is merely discharged, or is really defective.

Education Needed

As an example of the need for educating dealers on how to store batteries, the Skelly sales department made a survey of dealer battery stocks. From reports on 603 dealers checked, with 3,800 new batteries in stock, these results were found:

71% of the batteries were fully charged, with gravity readings from 1250 to 1275.

16% needed charging, averaging 1220 to 1250.

13% were less than one-fourth charged.

Mr. Howe pointed out that the last 13% are the ones to worry about. New batteries sold from these stocks contribute to high adjustment claims, he said. It was also learned that 12% of dealers have no charging equipment at all; that 15% of the new batteries in dealers' hands are one year to 18 months old; that 50% of the dealers have fast chargers only.

Oil men should keep in mind the fact that the storage battery is the only TBA item which is perishable, and therefore requires a different kind of treatment, said Mr. Howe. If instances of premature failure are allowed to multiply, for lack of more strenuous educational work, not only will there be a hole in profits, Mr. Howe said, but the situation may even become a factor in adverse public relations.

Replacement Battery Outlook Good

The replacement battery situation from all angles is much better today than a year ago, said Harry A. Harvey, vice president, Autolite Battery Co., Niagara Falls, N. Y., and president of the battery association, in opening the general convention sessions. A year ago overstocking at all levels had built inventories well beyond immediate needs, he said, while lead prices were beginning to decline. By contrast, he pointed out, there is little excess inventory today, the sales outlook is good, and orders will be filled from current production rather than from accumulated stock.

Mr. Harvey noted that those who may have been waiting for lead "to hit 9c" now find instead that lead prices have been starting up again. Referring to demands of domestic lead producers for higher lead tariffs, he said this country has long since passed the point where it can supply its own lead needs. He said the as-

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sociation has therefore gone on record as opposing any tariff increases, as tending only to exhaust domestic supplies, and subsidize higher wages in the lead industry, while still leaving us dependent on supplementary foreign sources.

Completion of the association's new Data Book was announced by C. H. Munson, Electric Autolite Co., Toledo, and chairman of the Data Book committee. In it are listed details of replacement battery requirements for all types of automotive, aircraft, road machinery and industrial truck uses.

Distribution of the Data Book is made through association members. Additions and revisions will be circulated in a monthly bulletin, but another new edition will not be issued until 1952, Mr. Munson said.

In a talk before the merchandising division, Ray Shaw, president, The Chek-Chart Corp., Chicago, said that the car owner could be educated to be warned by low battery readings, just as he is by a low reading on his gasoline gauge, or bare fabric on a tire. There is no reason why motorists should be plagued with 8,000,000 road failures a year due to battery trouble, he said, when there are simple, non-technical ways of testing battery condition in advance of failure. He urged industry-wide promotion aimed at both dealers and public telling how approaching battery trouble can be easily detected.

Don P. Wigman, Pure Oil Co., Chicago, chairman of the merchandise division, reported that the standardization committee had concluded it would be impractical for battery manufacturers to drop individual layout designations long in use, in favor of battery association standard designations. Instead the committee has asked manufacturers to add a suffix to their own symbol to identify the layout according to the battery association system also. Adoption of such a plan would help everyone who markets batteries in making quick decisions on proper replacement batteries.

Tire Pressure Guide

The Rubber Manufacturers Assn., 444 Madison Ave., New York 22 N. Y. calls attention to its tire inflation poster now in the hands of mass distributors of tires. It shows correct tire pressures for all makes and models of automobiles for the period 1942 through 1950. Although tire manufacturers are distributing them through normal channels, single copies may be obtained by writing the association headquarters.

Motorist Shoe-Shine?

Shoe Shiners is the name of a disposable packet containing five wax-treated rayon fibre cloths said to give a temporary protective coating to shoes or any leather surface. They are put up in a matchbook-type folder, selling for 10c. Each tissue unfolds to a length of 13½-in. They might sell in service stations.

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Industry Given Good Oil-Change Sales Lead As 1000-Mile Transmission Check Is Urged

By NPN Staff Writer

CLEVELAND—Oil companies have been given a lift—an indirect one at least—in their campaign for 1,000-mile oil change. At least two makes of cars—Chevrolet and Buick—now recommend that the oil level in their automatic transmissions be checked every 1,000 miles. Good sales point, in view of this, is to stress the convenience and practicability of a lube job and motor oil change at the same time.

Draining and refilling procedure recommended for Chevrolet's Powerglide transmission incorporates some changes from those used on other automatic units (see NPN April 6, 1949, p. 26). According to Chevrolet service managers, unit can be drained two different ways.

Recommended Practice

Principal difference between two procedures involves the use of a remote control starter switch as against use of the regular starter button to turn the engine over and align the drain plugs. Herewith is the recommended procedure (with alternate procedure in parenthesis):

1—Transmission should be warmed up before draining.

2—Place car over pit or on lift and lock parking brake. Be sure selector lever is in "Park" position.

3—Connect remote control starter switch to solenoid starter contacts as shown in picture below. Drop button end of starter switch cord down along side of transmission. (Not necessary if regular starter switch is to be used.)

4—Raise car (if on lift) and remove transmission housing plug in bottom of cast iron housing (see photo below).

(Alternate—turn back floor mat of front seat and remove the toe pan plate.)

5—Using remote control starter button, align converter drain plug with hole in housing.

(Alternate—Rotate engine until converter drain plug is in line with access hole in housing. Remove plug with 3/16" Allen wrench. **Caution—be careful not to drop plug.**)

6—Insert magnetic type wrench through hole in bottom of transmission housing and remove converter plug. (This is recomended above alternate method since it lessens chance of plug being dropped into housing.) **Caution—Oil will gush out when this plug is removed. If converter is excessively hot, allow to cool before removing plug.**

7—Complete draining by removing sump drain plug.

8—Remove oil suction screen and seal and clean thoroughly in cleaning solvent.

9—After complete draining, replace transmission sump drain plug.

10—Replace converter plug, using magnetic wrench.

11—Replace transmission housing plug.

12—Lower lift and place selector lever in neutral position.

(Alternate — Replace toe pan plate.)

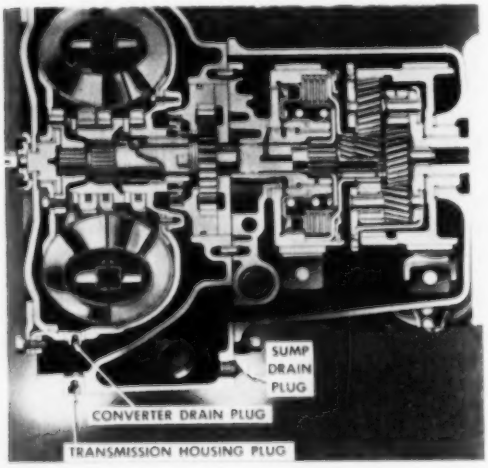
In first models of Powerglide, converter had two drain plugs, so on these special care should be taken to make sure both have been replaced.

13—Put in three quarts of Automatic Transmission Fluid Type "A", start engine and with engine idling in neutral, complete refilling with 6 qts. of oil. After filling, allow engine to idle for a few moments, then apply brake and place selector lever in "Drive" range and check to see that oil level is up to the full mark.

Oil level dip stick is located in engine compartment on the right side just opposite the starter. In order to check oil level accurately (for 1,000-mile oil check), engine should be idled with parking brake set, transmission warm and control lever in "D" range.

Starters on Chevrolets equipped with automatic transmission are so wired that engine will not start unless shift control lever is in either "Park" or "Neutral" position. Where remote control starter switch is used, it is important that switch be plugged into starter solenoid and not cross connected in such a way as to permit by-passing of starter safety feature. If this is done, the starter can kick over and if operator has failed to put selector in "Park" or "Neutral" position, car will move.

Some service managers recommend that whenever any work is done on cars equipped with automatic transmissions, wooden blocks should be placed before and after rear wheels.



This cut-away of Chevrolet's Powerglide shows position of converter, transmission housing and transmission sump drain plugs. This shows two converter drain plugs, but current models of Powerglide have only one converter drain plug. Care should be exercised by the service man when removing this plug in event the oil in the unit is still hot

This photo shows how remote control starter switch is connected to starter solenoid. One company has started marketing this type control starter switch especially for use in servicing this type transmission. Unit can be drained, however, without use of this switch, depending on regular starter to align drain plugs. Chevrolet service managers recommend use of remote control switch

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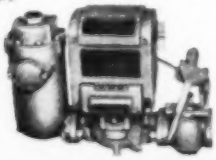

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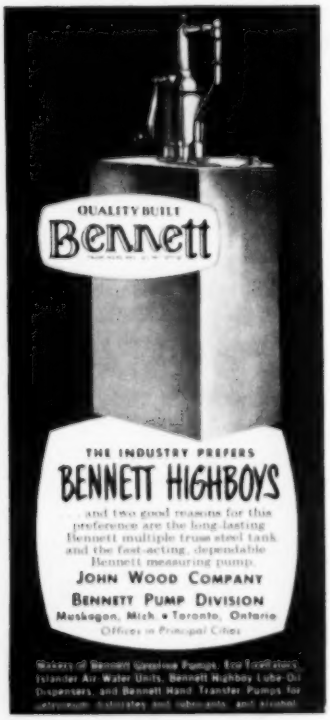


Fuel Oil

Lack of Standards on Burner Quality Seen Harmful to Oil Heat Industry

The harm being done by failure of oil heat men to set their own standards on equipment quality and performance was outlined in a talk by G. T. Kaufman, of Oil-Heat Institute of America, at the Institute's annual convention in Philadelphia April 27. Following are extracts of his speech suggesting the need for an industry-wide standards program.

By G. T. KAUFMAN
Technical Secretary
Oil-Heat Institute of America, Inc.

Our situation with respect to oil burner standards is the paradoxical one of starvation in the midst of plenty. We have no standards, and yet we have hundreds of standards. And when I say standards I refer to all the standards by whatever name they are known . . .

There is nothing fundamentally wrong about having many standards, and we probably will always have many standards. Our difficulty arises from the fact that the standards we have do not agree. They conflict. And this is so principally for the reason that many different bodies draft and promulgate them.

Of all the standards that we have, few have anything to do with quality or performance. Almost all of them are devoted to safety. There are no statistics as to how many such safety standards there are. In addition to the widely recognized standards of Underwriters' Laboratories, the National Board of Fire Underwriters, the National Bureau of Standards, the National Fire Protection Assn., and the Associated Factory Mutual Fire Insurance Companies, there are the great variety of state and municipal standards. Of this latter variety one statistic I can give you is that of the 93 cities in our country having populations in excess of 100,000 only four do not have some sort of oil burner code or ordinance; and of our 48 states, 14 have laws applying to them. Of the 11 provinces of Canada, seven have oil burner laws and four do not.

I have been able to find only four standards that are concerned at all with quality or performance. These are the commercial standards of the National Bureau of Standards. The avowed purposes of these standards are as follows:

CS-75 is to "establish *minimum* standard specifications and methods of test . . ."

CS-101 and 104 are "provided as a basis for certification of the quality and performance . . ."

CS-113 is to "establish *minimum* specifications . . ."

Thus CS-101 and 104 are quality and performance standards. What quality and what performance they require I am not prepared to state. But CS-75 and CS-113 are merely minimum standards. They tell how poorly equipment can be built and yet be acceptable.

Effect of Multiple Standards

Since we have no industry-wide high standards of quality and performance each manufacturer and dealer has had to establish his own standards. Depending on the manner in which he conducts his business, his standards are high or they are low. This is no doubt free enterprise at work, but unfortunately it creates a situation that is beneficial to the manufacturer of low quality equipment and the dealer who makes low quality installations. Such manufacturers and dealers can say with perfect truth that their work conforms to all the standards of the industry. The makers of high quality equipment and installations are thus required to prove by some means other than by reference to standards that what they have to offer is of high quality.

The thing that is obviously wrong with this situation is that the entire industry suffers from it. By having no good standards of our own and by allowing others to draft and promulgate standards for us, we lay ourselves open to having them distorted and misinterpreted by persons who do not know our business. We find standards being drawn up in such a way as to discriminate against certain makes or types of burners. We find them containing provisions intended to stop, in totally improper ways, the recurrence of some accident.

In one city, for example, gravity oil feed to the burner was prohibited as an aftermath of a fire resulting from the accidental breakage of an oil line. Instead of requiring that oil lines be protected against breakage, which would have removed the cause of the trouble, they eliminated gravity feed, thus imposing a hardship on burners that require gravity feed.

We find standards requiring that oil burners be installed only by persons who are members of certain local groups or only by persons licensed by local authorities. In one city, for example, oil burners can be installed only by licensed warm air heating contractors.

We find them standing in the way of progress because of the difficulty and expense involved in keeping them up to date. Most cities are required by law to publish in local newspapers the text of codes and ordinances in which revisions have been made. This

costs money, and the cities avoid it simply by not making revisions.

We find widely recognized standards discriminating against oil fuel in favor of other fuel. For example, the building code recommended by the National Board of Fire Underwriters contains entirely different requirements on chimneys, flues, and vents for gas burning appliances than for oil or coal burning appliances. Gas is permitted to use chimneys constructed of inexpensive, non-combustible, corrosion resistant vent piping. Other fuels are required to use conventional masonry chimneys.

If a vent pipe is installed for a gas burning appliance it must be "plainly and permanently labeled, 'This Flue Is For The Use Of Gas Burning Appliances Only.'" The board did not thus discriminate against oil and coal because they dislike us and the coal people. They did it principally because approved gas equipment is certified by its manufacturers to produce stack temperatures not exceeding 550 degrees F. The only quality and performance standards we have considered stack temperatures in excess of 1,000 degrees F satisfactory.

As an industry we lean too heavily on the approval of our work by others. We assume that when we do our work in such a way as to win the approval of these others we are doing all we can be expected to do. In my opinion, this is one of the things that is most wrong about our standards situation.

Others Making Rules

We got into this situation by allowing others to take over work that we ourselves should do. As the oil burner people of the country, we are the oil burner experts; we know our business, but we let others tell us how to conduct it. Burners can cause fires; fires cause loss of life and property. The people to whom fires and their prevention are a business or a profession might be expected to do something to stop them. They have. We have not.

To me, it seems that in view of the present situation with regard to standards we should do one of two things—either set up our own industry-wide standards of safety, quality, and performance, or get wholeheartedly behind the national standards that deal with these matters, after doing whatever is necessary to have our own ideas incorporated in them, and adopt them by reference as our own standards. Then after we have done this, I think we should get to work on the hundreds of confusing and conflicting local standards and do everything possible to bring them into conformity with our national standards.

We have leaned too long on standards that are drafted by others and that we know are not good standards. These standards are not so drawn up as to accomplish what they strive to accomplish in the ways and by the means with which it should be accomplished. Safety cannot properly be written into oil burner standards by persons having only a superficial knowledge of oil burners. For example, suppose an oil burner puffs back, blows the boiler door open, and continues to run. Flame comes out the open door and sets the overhead rafters afire. The fire is investigated, the local newspapers editorialize about it, and the local authorities go to work to try to stop recurrences. The result is that in a few months an oil burner ordinance is revised to require fireproof ceilings above oil burners.

This is doubtless one way to stop oil burner fires caused by oil burner puffbacks. But it seems to me that a better way would be to stop the puffbacks themselves. Puffbacks cause most oil burner fires. They in turn are usually caused by failure of the burner to ignite properly and at the proper time. We in the industry know all the things that cause this kind of failure. Do we provide adequate protection against it?

All our burners have truly wonderful safety devices that even police themselves against their own failure. They provide almost perfect safety against outright failure to ignite. But do they provide adequate safety against a defective ignition system or atomizer, for example, or against other conditions that might cause or permit ignition to take place but to take place improperly?

The most critical period in the operation of an oil burner is the ignition period. Puffbacks almost always occur then. Perhaps some thought and study should be given to a standard that would require a greater measure of safety during this critical period.

4-Point Summary

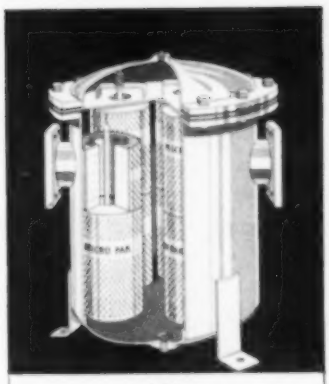
Now, to summarize. My answers to four questions about standards and rules are:

1. Our situation with respect to them is confused and chaotic.

2. The thing wrong with the situation is that the entire industry suffers from it.

3. It got that way because industry-wide we did not keep it under our control.

4. As to what we can do about it, I think we should have a co-operative, industry-wide standards program. I believe that the machinery for setting up such a program exists in Oil-Heat Institute. I believe that if the Institute has the whole-hearted cooperation of the industry, the standards situation can be put into good order.



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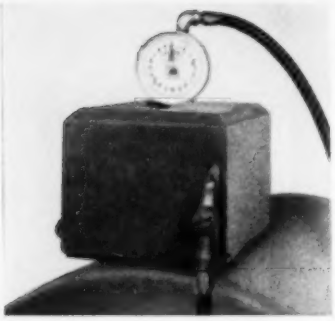

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Texas Jobbers Oppose Tax Advantage Given Reclaimed Oil, Co-Ops

Special to NPN

CORPUS CHRISTI, Texas—A resolution opposing tax-free re-refined lubricating oil was voted by jobbers attending the first regional meeting (Region III) of Texas Oil Jobbers Assn. May 20. The resolution, forwarded to the state association, was preceded by comment on the prevalence of a large amount of reclaimed oil on which the 6c tax levied on virgin oils is not paid.

In other action, the regional meeting:

1. Passed a resolution opposing unfair competition resulting from tax advantages of co-ops, and directed that the state association be notified.

2. Suggested that groundwork be laid for a clearing house covering exchange of credit experience and "hot checks." A possible collection agency plan was considered.

3. Heard association secretary George Hofmayer urge members to tie in Oil Industry Information Committee activities with promotion of their own companies. While reaching John Q. Public through OIIC, Mr. Hofmayer said, jobbers should sell John Doe Oil Co., as well as the brand of product. He recommended display of the distributor's name.

Pioneer Oil Co. Expands Container Storage Space

Special to NPN

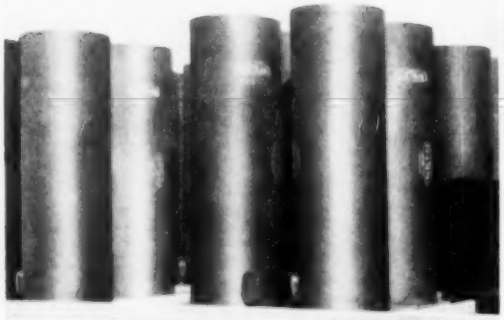
PHILADELPHIA—Pioneer Oil Co. has leased additional space here for the storage of containers, Ben Stofman, president and sales manager, says. The added facilities will permit the company to care for increased volume of lubricants, insecticides, antifreeze, and other products.

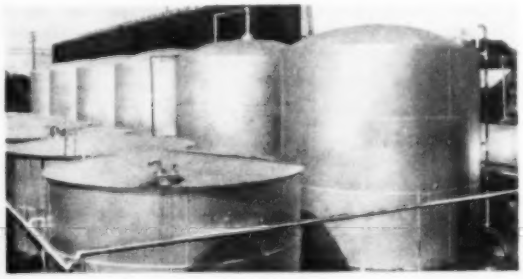
The company cans products under its own labels as well as for other companies.

Mr. Stofman says that the manufacturer of a packaged product today has a better opportunity of creating an outstanding package than ever before, and has at his command a greater variety of packaging materials. Modern printing and lithographing methods permit a high degree of individuality in design and practically unlimited variety in colors, he added.

Before a customer buys, the retailer's merchandise must be brought to his attention and after the package has been noticed it must be sufficiently attractive, forceful and convincing to effect sales, Mr. Stofman declares.

Tanks of Quality





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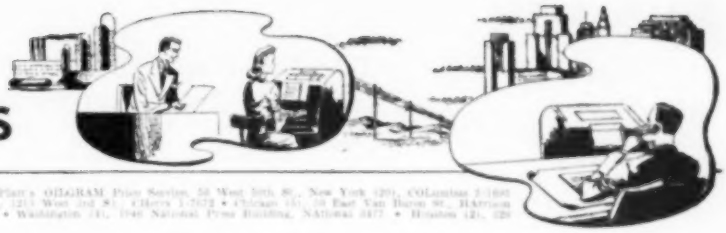
Oil Markets



J. P. Meehan, Jr., Market Editor, NPN and Platt's OILGRAM Price Service, 56 West 50th St., New York 20, COlumbus 5-1600 (other OILGRAM News Bureaus): Cleveland 15(1), 1211 West 2nd St., CHerry 1-7573 • Chicago 11(1), 59 East Van Buren St., HARrison 7-5081 • Tulsa 3(1), 901 World Building, 5-7132 • Washington 4(1), 1940 National Press Building, NAtional 8477 • Houston 2(1), 220 First National Bank Bldg., ATwood 7412.

Socony-Vacuum Boosts Prices for Heating, Diesel Oils; Sohio Ups Gasoline Prices 0.5c at Most Ohio Points

Two general upward price moves featured late May oil markets. Socony-Vacuum Oil Co. increased its prices generally in the East for heating and Diesel oils, effective May 24. In Ohio, Standard Oil Co. (Ohio) made 0.5c advance in its gasoline prices at most points.

Prices over the nation were firm, and offerings were light in most refining districts. Evidence of increasing demand for products in the East came in the form of a sharp upturn in tanker fixtures. The clean T2 tanker rate was up 40c per ton to $2.15 for Gulf-New York trade.

Socony increased its prices at points in New York State and New England an average of 0.3c per gal. for kerosine and 0.4c for No. 2 and Diesel oils. New prices are shown on p. 46 of this issue.

The advances, Socony said, "follow a series of price reductions which have taken place generally over the past four months reflecting the abnormal market caused by the relatively mild winter." The company's new barge prices at New York Harbor were 9.1c for kerosine, up 0.3c, and 8c for No. 2 fuel, up 0.4c.

Following increases made by Socony and several other major and Independent suppliers, prices for kerosine, No. 2 and Diesel oils were higher generally along the East Coast. Prices generally quoted for No. 2 fuel at Philadelphia were 8.2c, tank cars, and 8.1c, barges. At New York, No. 2 was quoted by 20 suppliers at 8.1c, tank cars, and 8c, barges. However, to resellers in the state of New Jersey, some suppliers offered a discount of 0.4c per gal. on No. 2.

Prices for gasoline were firm to rising in most districts.

Standard Oil Co. (Ohio) announced an increase of 0.5c per gal. in its gasoline prices, effective May 26, at all Ohio delivery points except Akron, Barberton and Cuyahoga Falls, where the increase was 1c.

The gasoline increases, Sohio said, "reflect a continued general rise in the wholesale gasoline market throughout the country during the past few weeks."

The company's new statewide prices for Sohio X-Tane (regular-grade) gasoline are 18.5c consumer tank wagon, 15c dealer tank wagon, 19c at company-operated service stations, and 13.5c tank car, all ex 5.5c tax.

New prices in the Akron-Barberton-Cuyahoga Falls area are 17.7c consumer tank wagon, 14.2c dealer tank wagon, 18c at company-operated service stations and 12.9c tank car, all ex tax.

In all areas, refiners were giving increasing study to the growing demand for products in relation to the country's relatively low inventory levels. The industry has just come through one of the mildest heating seasons on record, and yet current inventories represent only about 70 days' supply for kerosine, 52 days' for gas oil and distillate fuel, and 31 days' for residual fuel. Comparable days' supply figures for this time a year ago were 115, 84 and 51 for the three products, respectively.

At the Gulf, suppliers seemed more than ever inclined to hold on to any product not already committed to regular customers.

One Independent Gulf refiner, who 60 days previously had storage difficulties on gas oil, said he was now "looking at the rivets on his tank bottoms, a most pleasing sight for an Independent refiner."

Prices for lubricating oils continued their upward trend of recent weeks, although South Texas oils and Mid-Continent and Pennsylvania neutrals were slow.

In the Pennsylvania District, quotations for cylinder stocks were higher generally by 1c per gal. Wax prices were off slightly, however, with crude scale offered at 3.35c per lb., bulk, tank cars.

GULF COAST

Supply Tightens for All Products

Sellers at the Gulf appeared less inclined toward the end of May to make general offerings of refined products than at any time previously this year. Gasoline testing 86 oct. Research and higher was virtually unobtainable on the open market for lifting during June and July, according to reports. The supply of heavy fuel showed no signs of easing, and substantial inquiries already were coming in for next year's heating oils.

Price changes all were on the upside, although the lows of quotation ranges generally were unchanged.

The situation of demand increasing in the face of more than a month of rising prices for gasoline and heating oils left many spot buyers with uncovered requirements "in a predicament," trade sources said. Some potential buyers were inclined to drop out of the market, it was said, in the belief that prices would ease in midsummer. At the same time, other buyers were making "premium" bids for kerosine and No. 2 fuel on the strength that the nation's stocks of these products were "abnormally" low and not building rapidly enough.

Across-the-board advances in their gasoline prices were made by two refiners; one increased his quotations 0.25c per gal.; the other in amounts ranging from 0.25 to 0.5c.

One Independent supplier increased his price for No. 5 oil 10c to $2.35 per bbl., and another upped his quotation for bunker "C" fuel 5c to $1.80.

Many sources credited the current firmness of prices to continued shutdown of The Texas Co.'s Port Arthur Refinery. They also pointed out that some potential refiner-buyers had dropped out of the market with each successive rise in gasoline prices. These refiners, it was said, planned to obtain additional material by increasing their crude runs and increasing gasoline production at the expense of other products.

On the other hand, some refiners cited what they con-

OIL MARKETS

Summary of Daily Gasoline Prices (May 23 through May 29)

	Monday May 29	Friday May 26	Thursday May 25	Wednesday May 24	Tuesday May 23
Motor Gasoline 93 Oct. R (Premium):					
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	(1)12-13(1)	(1)12-13(1)	(1)12-13(1)	(1)12-13(1)	(1)12-13(1)
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	12(1)	12(1)	12(1)	12(1)	12(1)
E. Tex. (Truck Tnsp.)	11.75(1)	11.75(1)	11.75(1)	11.75(1)	11.75(1)
Cent. W. Tex. (Truck Tnsp.)	12(1)	12(1)	12(1)	12(1)	12(1)
Motor Gasoline 88 Oct. R. (Premium):					
Oklahoma (Group 3)	(1)10.75-11.625(1)	(1)10.75-11.625(1)	(1)10.75-11.625(1)	(1)10.75-11.625(1)	(1)10.75-11.625(1)
Midwestern (Group 3 basis)	(1)10.75-11.625(1)	(1)10.75-11.625(1)	(1)10.75-11.625(1)	(1)10.75-11.625(1)	(1)10.75-11.625(1)
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	(2)11.5-12.75(1)	(2)11.5-12.75(1)	(2)11.5-12.75(1)	(2)11.5-12.75(1)	(2)11.5-12.75(1)
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	11.5(1)	11.5(1)	11.5(1)	11.5(1)	11.5(1)
E. Tex. (Truck Tnsp.)	(1)11.375-11.5(1)	(1)11.375-11.5(1)	(1)11.375-11.5(1)	(1)11.375-11.5(1)	(1)11.375-11.5(1)
Cent. W. Tex. (Truck Tnsp.)	11.5(1)	11.5(1)	11.5(1)	11.5(1)	11.5(1)
Motor Gasoline 86 Oct. R (Premium):					
Oklahoma (Group 3)	(1)10.75-11.25(1)	(1)10.75-11.25(1)	(1)10.75-11.25(1)	(1)10.75-11.25(1)	(1)10.75-11.25(1)x
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	(1)11.5-12(1)	(1)11.5-12(1)	(1)11.5-12(1)	(1)11.5-12(1)	x(1)11.5-12(1)
E. Tex. (Truck Tnsp.)	(1)11.375-12.5(1)	(1)11.375-12.5(1)	(1)11.375-12.5(1)	(1)11.375-12.5(1)	(1)11.375-12.5(1)
Motor Gasoline 84 Oct. R (Regular):					
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	(1)10.75-11(1)	(1)10.75-11(1)	(1)10.75-11(1)	(1)10.75-11(1)	(1)10.75-11(1)
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	10.5(1)	10.5(1)	10.5(1)	10.5(1)	10.5(1)
E. Tex. (Truck Tnsp.)	10.5(1)	10.5(1)	10.5(1)	10.5(1)	10.5(1)
Cent. W. Tex. (Truck Tnsp.)	11.25(1)	11.25(1)	11.25(1)	11.25(1)	11.25(1)
Motor Gasoline 82 Oct. R (Premium):					
Oklahoma (Group 3)	(3)10-10.375(1)	(3)10-10.375(1)	(3)10-10.375(1)	(3)10-10.375(1)	(3)10-10.375(1)
Midwestern (Group 3 basis)	(4)10-10.5(1)	(4)10-10.5(1)	(4)10-10.5(1)	(4)10-10.5(1)	(4)10-10.5(1)
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	(2)10.5-11.2(1)	(2)10.5-11.2(1)	(2)10.5-11.2(1)	(2)10.5-11.2(1)	(2)10.5-11.2(1)
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	10.5(1)	10.5(1)	10.5(1)	10.5(1)	10.5(1)
E. Tex. (Truck Tnsp.)	(1)10.375-11(1)	(1)10.375-11(1)	(1)10.375-11(1)	(1)10.375-11(1)	(1)10.375-11(1)
Cent. W. Tex. (Truck Tnsp.)	10.5(1)	10.5(1)	10.5(1)	10.5(1)	10.5(1)
Motor Gasoline 80 Oct. R (Regular):					
Oklahoma (Group 3)	(1)10-10.25(1)	(1)10-10.25(1)	(1)10-10.25(1)	(1)10-10.25(1)	(1)10-10.25(1)x
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	10.5(1)	10.5(1)	x10.5(1)	10.25(1)	10.25(1)
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	(1)10.5-11(1)	(1)10.5-11(1)	(1)10.5-11(1)	(1)10.5-11(1)	x(1)10.5-11(1)
E. Tex. (Truck Tnsp.)	....	....	....	....	....
Cent. W. Tex. (Truck Tnsp.)	....	....	....	....	....
Motor Gasoline 60 Oct. M & below:					
Oklahoma (Group 3)	(1)9.25-9.625(2)	(1)9.25-9.625(2)	(1)9.25-9.625(2)	(1)9.25-9.625(2)	(1)9.25-9.625(2)
Midwestern (Group 3 basis)	(1)9.25-9.625(1)	(1)9.25-9.625(1)	(1)9.25-9.625(1)	(1)9.25-9.625(1)	(1)9.25-9.625(1)
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	(1)9.625-10.8(1)	(1)9.625-10.8(1)	(1)9.625-10.8(1)	(1)9.625-10.8(1)	(1)9.625-10.8(1)
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	(1)9.875-10.25(1)	(1)9.875-10.25(1)	(1)9.875-10.25(1)	(1)9.875-10.25(1)	(1)9.875-10.25(1)
E. Tex. (Truck Tnsp.)	(1)9.5-10.5(1)	(1)9.5-10.5(1)	(1)9.5-10.5(1)	(1)9.5-10.5(1)	(1)9.5-10.5(1)
Cent. W. Tex. (Truck Tnsp.)	(1)9.5-10.4(1)	(1)9.5-10.4(1)	(1)9.5-10.4(1)	(1)9.5-10.4(1)	(1)9.5-10.4(1)
Motor Gasoline 93 Oct. R (Premium):					
New York harbor	(1)12.6-15.6(1)	(1)12.6-15.6(1)	(1)12.6-15.6(1)	(1)12.6-15.6(1)	(1)12.6-15.6(1)
New York harbor, barges	x(1)12.6-14.1(1)	(1)12.5-14.1(1)	(1)12.5-14.1(1)	(1)12.5-14.1(1)	(1)12.5-14.1(1)
Philadelphia	(1)13.2-15(1)	(1)13.2-15(1)	(1)13.2-15(1)	(1)13.2-15(1)	(1)13.2-15(1)
Philadelphia, barges	(1)13.1-13.25(1)	(1)13.1-13.25(1)	(1)13.1-13.25(1)	(1)13.1-13.25(1)	(1)13.1-13.25(1)
Baltimore	(1)12.5-14.3(2)	(1)12.5-14.3(2)	(1)12.5-14.3(2)	(1)12.5-14.3(2)	(1)12.5-14.3(2)
Baltimore, barges	(1)12.4-13.25(1)	(1)12.4-13.25(1)	(1)12.4-13.25(1)	(1)12.4-13.25(1)	(1)12.4-13.25(1)
Motor Gasoline 90 Oct. R (Premium):					
New York harbor	(2)12.6-13.6(1)	(2)12.6-13.6(1)	(2)12.6-13.6(1)	(1)12.6-13.6(1)	(1)12.6-13.6(1)x
New York harbor, barges	x(1)12.6-13.5(1)	(1)12.5-13.5(1)	(1)12.5-13.5(1)	(1)12.5-13.5(1)	(1)12.5-13.5(1)
Philadelphia	(1)13.2-13.35(1)	(1)13.2-13.35(1)	(1)13.2-13.35(1)	(1)13.2-13.35(1)	(1)13.2-13.35(1)
Philadelphia, barges	(1)13.1-13.25(1)	(1)13.1-13.25(1)	(1)13.1-13.25(1)	(1)13.1-13.25(1)	(1)13.1-13.25(1)
Baltimore	(1)12.5-14.05(1)	(1)12.5-14.05(1)	(1)12.5-14.05(1)	(1)12.5-14.05(1)	(1)12.5-14.05(1)
Baltimore, barges	12.4(1)	12.4(1)	12.4(1)	12.4(1)	12.4(1)
Motor Gasoline 86 Oct. R (Regular):					
New York harbor	(2)11.6-13.2(1)	(2)11.6-13.2(1)	(2)11.6-13.2(1)	(1)11.6-13.2(1)	(1)11.6-13.2(1)x
New York harbor, barges	x(1)11.6-12(1)	(1)11.5-12(3)	(1)11.5-12(2)	(1)11.5-12(2)	(1)11.5-12(2)
Philadelphia	(1)12.2-13.5(2)	(1)12.2-13.5(2)	(1)12.2-13.5(2)	(1)12.2-13.5(2)	(1)12.2-13.5(2)
Philadelphia, barges	12.1(1)	12.1(1)	12.1(1)	12.1(1)	12.1(1)
Baltimore	(3)11.5-13.05(1)	(3)11.5-13.05(1)	(3)11.5-13.05(1)	(3)11.5-13.05(1)	(3)11.5-13.05(1)
Baltimore, barges	(1)11.4-12(1)	(1)11.4-12(1)	(1)11.4-12(1)	(1)11.4-12(1)	(1)11.4-12(1)
Motor Gasoline:					
Western Penna., Bradford-Warren:					
88 Oct. R (Prem)	14(2)	14(2)	14(2)	14(2)	14(2)
83 Oct. R (Regular)	12.75(2)	12.75(2)	12.75(2)	12.75(2)	12.75(2)
Western Penna., Oil City:					
86 Oct. R (Prem)	(1)13.2-13.7(1)	(1)13.2-13.7(1)	(1)13.2-13.7(1)	(1)13.2-13.7(1)	(1)13.2-13.7(1)
83 Oct. R (Regular)	(1)12.2-12.7(1)	(1)12.2-12.7(1)	(1)12.2-12.7(1)	(1)12.2-12.7(1)	(1)12.2-12.7(1)
Western Penna., Pittsburgh:					
86 Oct. R (Prem)	(1)13-13.7(1)	(1)13-13.7(1)	(1)13-13.7(1)	(1)13-13.7(1)	(1)13-13.7(1)
83 Oct. R (Regular)	12.7(2)	12.7(2)	12.7(2)	12.7(2)	12.7(2)

Note: Research octane ratings, indicated by the letter "R", are minimum ratings. Motor method octane ratings, where used, are indicated by the letter "M".

sidered an over-all increase in demand. One said that 60 days ago gas oils were a storage problem for him. Now he is sold up for 12 months on his minimal gas production, he added.

Whatever the factors were back of the scarcity, prompt offerings were extremely light and there were ready buyers for gasoline, kerosine, No. 2 and heavy fuel, according to reports.

WESTERN PENNA.

Lube Oil Prices Continue Upward

Lubricating oils continued strong in Western Penna. the fourth week of May. Sales of neutrals and bright stock above the low quoted prices were reported. Neutral oil, 150 vis., was quoted 0.5c higher, all grades of cylinder stock 1c higher. Inter-refinery inquiry remained active. All lubes were said to be increasingly difficult to obtain. Gasoline and other light products also were active. Scale was offered slightly lower.

Sales to jobbers of 25 pour bright stock and 25 pour 200 neutral at 18.5c were disclosed and bid from a jobber of "more than 18c" for 25 pour bright and 200 neutral for forward delivery was reported by one refiner. Both products were quoted upward from 18c, and some refiners reported making sales at the low quoted prices. One refiner advanced his prices 1c to 19c for two products. Neutral oil, 150 vis., was reported especially tight. Following late-in-the-week advance of one refiner, 25 pour 150 neutral was quoted upward from 17c. Earlier, sale of 5 cars of 25 pour 150 neutral at 16.5c had been disclosed.

Cylinder stocks were increasingly scarce, according to several buyers, and all grades were quoted 1c higher following two advances of 0.5c. Quotations for 600 s.r. ranged upward from 12c, 650 from 13c, 600 flash from 15c and 630 from 17c. No sales were disclosed. One refiner declared he had turned down bid from another refiner of 14c for 650 s.r. for lack of material. Large domestic buyer was in the market for "sizeable quantities" of all grades of cylinder stocks.

Considerable inter-refinery inquiry for lubes was reported. While material was said by some sources to be

Explanations of Price Tables

The reader's attention is directed to the following explanations which apply to the Summary of Daily Gasoline Prices appearing on page 38 and the price tables appearing on pages 41-46 of this issue:

The letter "X" indicates a change in price; if the change is on the low of the price range, the "X" is adjecent to the low; if the change is on the high of the price range, the "X" is adjacent to the high; a change from one flat price to a higher or lower flat price, or elimination of the low of a price range, is indicated with an "X" to the left of the new price; elimination of the high of a price range, is indicated with an "X" to the right of the new price.

In the Gulf Coast Cargo price table on page 44, the parenthetical figures after each price indicate the number of companies quoting that price.

In all other price tables, the parenthetical figures before and after prices, indicate the number of companies quoting the lows and the highs of the price ranges; no attempt is made to indicate the number of companies whose prices are within the lows and the highs, and therefore no attempt is made to indicate the number of companies contacted for prices for each product. Nearly 200 primary suppliers (refiners and tanker terminal operators), plus an even larger number of other sources (jobbers, compounders, consumers, distributors, brokers, tank car marketers, etc.) are contacted for prices at regular intervals.

obtainable at the low prices quoted to the trade, refiners in some instances were paying "premium prices," it was said, with one sale of 25 pour 200 neutral at 18.5c. Purchase of 4 cars of 25 pour bright at 18.5c, for resale, was disclosed by broker who stated that only two refiners had offered against his inquiry. Large domestic buyer was seeking 15,000 bbls. of 150 neutral.

Gasoline demand was strong, according to most sellers and product also was said to be in tight supply generally in the field. Refiners cited increased shipments during May and heavy inter-refinery buying of recent weeks.

Scale wax was offered at 3.35c per lb., tank cars, the field. Demand was slow, according to some refiners, while others said their stocks were not excessive.

MID-CONTINENT
Heavy Fuel Prices Rise; 'Gas' Demand Up

Open market buyers were eyeing heavy fuel prices with uncertainty in the Mid-Continent the past week after several Oklahoma and Kansas refiners raised their quotations. Gasoline inquiries picked up, however, and increased interest also was being shown in ordinary gas oil and lubricating oil, according to reports.

Gasoline prices continued to climb in North Texas, West Texas, and Kansas, with increased demand from open market buyers being reported in most districts. Majority of refiners, however, offered gasoline sparingly in the open market because of heavy regular-customer shipping instructions. A North Texas refiner received inquiries from several Kansas and Oklahoma brokers for regular-grade gasoline. These inquiries generally asked for 10 to 20 cars, he asserted. Refiners in other areas also reported heavier demand from open market buyers.

Several export inquiries for lubricating oil were in market and domestic demand was stronger, according to reports. Two refiners said they had very little material to offer in open market.

There were conflicting reports concerning heavy fuel. While several refiners in Kansas and Oklahoma upped their quotations 5 to 10c per bbl., other refiners and brokers said demand had eased considerably. Increases by three Kansas refiners made prices range from $1.65 to $1.77 in that area, while Oklahoma range was not changed when three refiners in that area raised their prices to $1.65.

Open market buyers of heavy fuel were said to be adopting a "wait and see" attitude. According to some reports, buyers felt that prices were getting "too high" for this time of year, and were "holding off until prices level out."

During early part of week, when prices still ranged upward from $1.60 in most areas, an Oklahoma broker declared he was unable to find "any takers" for 9,000 bbls. of low sulfur No. 6 at $1.60 per bbl., FOB group 3. Heavy fuel inventories, however, continued very low, it was stated.

There was little activity reported in burning oils, although several inquiries were in market for ordinary gas oil.

ATLANTIC COAST
Socony Ups Heating, Diesel Oil Prices

A general advance in prices by Socony-Vacuum Oil Co., Inc. for kerosine, No. 2 fuel and Diesel oil featured oil markets along the Eastern Seaboard last week. Following increases of seven other major and Independent suppliers, No. 2 fuel prices were up 0.4c at New York and Philadelphia, and Diesel oil quotations generally were higher at points in the South.

Gasoline and heavy fuel prices generally were unchanged. Quotations for all products were described as firm by suppliers, while trading at the same time was light.

Socony advanced its light fuel oil prices, effective May 24, at most points where it markets in the East. The increases averaged 0.3c for kerosine, and 0.4c for No. 2 fuel, the company said. New prices are shown on page 46 of this issue.

At New York Harbor, No. 2 fuel was quoted generally at 8.1c tank cars, 8c barges, and, at Philadelphia for the same two methods of delivery, 8.2c and 8.1c. To New Jersey resellers some New York suppliers offered a 0.4c discount on No. 2.

Diesel oil prices at points from Baltimore south were higher in amounts ranging from 0.2 to 0.4c.

Trading was extremely light with most sellers not inclined to push sales. When news of the general increase in heating oil prices reached distributors, many of them hastened to fill. The result was negligible inquiry immediately after the increase, and a few suppliers anxious to sell.

Gasoline continued to be closely held, although one 40,000-bbl. lot of 86 oct. Research regular-grade was offered at New York at 11.95c. Quotations at the harbor for this grade ranged from 11.5 to 12c in barges.

MIDWESTERN (Chicago-E. St. Louis Area)
Refiners Hold Firm Grip on Most Products

Most products in the refined oil list were held closely by Midwest refiners in week ended May 27. Price ranges generally were unchanged.

Demand for gasoline in upper central states region was "greatly improved," but refiners said consumption in some areas had been retarded by this month's rain and floods.

Tank car marketers reported refined gasoline scarce but said demand for cycled grades had increased. Marketers disclosed sales of Louisiana and East Texas cycled regular-grade gasoline at prices ranging from 9 to 9.25c, Group 3 basis. Quotations of Midwest refiners for refined regular ranged from 10 to 10.5c, Group 3.

Reports on heavy fuel were conflicting. Several re-

NPN Gasoline Index

	Cents Per Gal. Dealer T.W.	Tank Car
May 29	15.15	11.28
Month Ago	15.09	11.07
Year Ago	13.21	11.29

Dealer index is an average of "undivided" dealer prices ex tax in 50 cities.

Tank car index is weighted average of following wholesale markets for regular-grade gasoline, FOB refineries or terminals: Okla., Midwestern, W. Penna., Calif., N. Y. Harbor, Philadelphia, Jacksonville, Boston and Gulf Coast.

finers said they were short of their requirements. Marketers, nevertheless, reported increased offerings of low sulfur (max. 1%) No. 6 fuel at cost to them of $1.60 per bbl., Group 3 and Group 3 basis, for resale. They added that suppliers' offerings were for both immediate and June shipment. Quantities offered ranged up to 10,000 bbls., it was said.

Although three companies advanced their prices 5c per bbl. to $1.65, Midwest refiners' Group 3 quotations continued to range from $1.60 to $1.65 per bbl. Some refiners disclosed their price for No. 6 to railroads over June was $1.65 per bbl., Group 3, up 5c from May. Quotation was flat for the month.

Chicago marketers reported sales in one and two-car lots of range oil at 7.875c and 8c, Group 3 basis; No. 2 at 7.125 to 7.375c, Group 3 basis. Refiner-buyers, however, said they found these products tight to quantity buyers for midsummer and next winter delivery.

Range oil was quoted by refiners at 8 to 8.125c, Group 3, down 0.125c on the low. Refiners' prices for No. 2 ranged unchanged from 7.375 to 7.875c.

Some refiners reported their price to the railroads for 58 and above Diesel fuel for June was unchanged from May at 8.25c, Group 3, "up and down with publication prices." Other quotations ranged up to 8.75c for this grade of Diesel fuel.

CHICAGO DISTRICT

Gasoline Supply Tight, Prices Unchanged

Gasoline supplies were closely held at refineries and water terminals in Chicago District during the fourth week of May as tank wagon prices reportedly continued to "create a barrier" to "outside" gasoline. Quotations were unchanged for most products.

Heavy fuels remained tight, but trade sources said supplies had reached a better balance with demand. Light fuels were in a normal seasonal slump, it was said.

Refined gasoline was held closely with cycled grades filling part of the gap between supply and demand in the Chicago area. Chicago suppliers reported offerings of regular-grade 83 Research oct. gasoline at 12.25c, dockside Chicago, from Gulf Coast and Mississippi River points. With their cost for additional supplies at this level, however, suppliers stated they could not compete with current price of 11.5c, delivered Chicago, (14c dealer tank wagon less 2.5c jobber margin) which many jobbers were paying under contracts.

Chicago District quotations for 82 Research oct. regular gasoline ranged from 11.75 to 12c, FOB supply points.

CENTRAL MICHIGAN

Gasoline, Residuals Strong; Crude Tighter

Unseasonal strength in heavy fuels and an already apparent tightness in gasoline highlighted trade interest in Central Michigan in the last full week of May.

Chronically tight crude oil stocks were reported "even tighter" and refiners, state-wide, sought straight-run gasoline, gas oil and, in some instances, heavy fuel, as charging stocks.

Road oil requirements, local industrial use and strong demand from the Detroit area for low sulfur fuel gave residuals "unusual" strength for this time of year, refiners said. Most refiners indicated they were meeting demand for heavy grades from daily production.

Demand for heater and furnace oil slackened, but prices held steady. Although these fuels generally were running to storage, refiners said stocks were low, and they expected no inventory problems this year.

Refiners reported no price changes during the week.

ASPPA Contracts for 8,600,000 Bbls. Fuel

WASHINGTON—Contracts have been awarded by Armed Services Petroleum Purchasing Agency for approximately 8,600,000 bbls. of Navy Special Fuel Oil and Navy Diesel for bulk lifting during last half of 1950 as follows: (Prices are maximum per bbl., except as noted)

Navy Special, West Coast—Union Oil of California, 500,000 bbls. $1.32, 500,000 bbls. $1.38, and 620,000 bbls. $1.41, FOB Wilmington, Calif.; General Petroleum, 750,000 bbls. $1.378, and 750,000 bbls. $1.44, FOB Terminal Island, Calif.; Hancock Oil Co., three lots of 250,000 bbls. each, at $1.397, $1.427 and $1.44, FOB Los Angeles Harbor.

Navy Diesel, West Coast—General Petroleum, 300,000 bbls. $2.94, FOB Terminal Island; Tide Water Associated, 300,000 bbls. $3.23, FOB Avon and/or Amorco, Calif.; both prices subject to escalation.

Navy Special, Gulf Coast—Esso export, 3,620,000 bbls. $1.72 ($1.82 maximum), FOB Aruba, N.W.I.; Sinclair Refining, 450,000 bbls. $1.74, FOB Houston.

Natural Gasoline Price Index Rises 5.5%

WASHINGTON—Shown below is Bureau of Labor Statistics wholesale oil price index, based on *Platt's Oilgram* quotations, for weeks ended on dates indicated (1947 equals 100):

	May 23 1950	May 16 1950	May 24 1949	% Change May 16, 1950 to May 23, 1950
Crude and Products	115.8	115.5	111.8	+0.3
Crude	132.5	132.5	133.0	...
Refined Products	112.6	112.3	107.7	+0.3
Gasoline	125.3	124.9	123.8	+0.5
Kerosine	118.9	118.9	110.8	...
Distillate fuels	118.4	118.4	111.4	...
Residual fuels	90.2	90.2	71.7	...
Lubricating oils	58.8	58.3	61.1	+0.9
Natural gasoline	84.3	79.9	86.7	+5.5

While not on comparable basis with above oil index bureau's wholesale index for all commodities (about 900 using 1926 as base year) was up 0.1 at 156.1 for week ended May 23.

Gulf Oil Low Bidder on No. 6 For New York

NEW YORK—Gulf Oil Corp., with price of $2.0695 per bbl., was apparent low bidder on 574,000 bbls. of No. 6 fuel for barge delivery to New York City municipal installations during period July 1, 1950 to June 30, 1951 in bids opended May 25, city's Department of Purchase says.

Crude Oil Prices

Sun Oil Co. will reduce its crude prices on June 1, for Belle Isle and Chacahoula, La., fields beginning with $2.41 per bbl. for below 24 gravity with 2c differential per degree to $2.75 for 40 and above, and adds Bayou Blue, 30 gravity and above, field to this schedule.

No other changes in crude oil prices reported during week ended May 27. For complete crude price schedules see p. 47-48 of this issue.

Prices at Refineries and Terminals and by Tank Wagon

PRICES IN EFFECT MAY 29

Prices herewith are reproduced from Platt's OILGRAM Daily Oil Price Service, associated with National Petroleum News, whose representatives in all NPN-OILGRAM offices devote their time exclusively to reporting oil industry prices everywhere.

Prices shown in tables are sales prices or quotations or general offers or posted prices by refiners, by pipeline terminal operators, and by tanker terminal operators, for current sales and shipments, for the business day or period stated; except Tank Wagon prices, prices are for bulk lots such as tank car, truck transport, barge; prices applying to barges or cargoes or truck transport lots only, so designated; FOB refineries or terminals, in cents per gal., except per bbl. where $ sign is shown; wax and petrolatums in cents per pound; ex all fees and taxes; for crude oil and its products lawfully produced and transported; reported as received by *OILGRAM* and National Petroleum News but not guaranteed; for subscribers' private use only and not for resale or distribution or publication. During periods of short supply, some sellers, and at times all sellers, withhold quotations to new customers or the posting of firm prices but give *OILGRAM* the prices they otherwise would quote to the trade in general and where they confine to their regular customers only. Octane ratings are ASTM, Research Method ratings indicated by letter R, are minimum ratings; Motor Method ratings indicated by letter M. Parenthetical figures before and after prices indicate number of companies quoting the lows and highs of the ranges. For further details of price conditions apply to any *NPN—OILGRAM* office or see back of any *OILGRAM* Price Service issue.

For complete price service delivered daily from hesbet *OILGRAM* publishing office, New York, Cleveland and Houston, address Platt's Price Service, Inc., 1213 West 3rd st., Cleveland (13), Ohio. Annual subscription rate in U. S.: $150 per year, payable in advance.

GASOLINE

OKLAHOMA (Group 3)

88 Oct. R Prem.	(1)10.75-11.625(1)
86 Oct. R Prem.	(1)10.75-11.25(1)x
82 Oct. R Reg.	(3)10-10.375(1)
80 Oct. R Reg.	(1)10-10.25(1)x
60 Oct. M & below	(3)9.25-9.625(2)

MIDWESTERN (Group 3 basis)

88 Oct. R Prem.	(1)10.75-11.625(1)
82 Oct. R Reg.	(4)10-10.5(1)
80 Oct. M & below	(1)9.25-9.625(1)

N. TEX. (For shpt. to Tex. & N.M. dest'ns.)

93 Oct. R Prem.	(1)12-13(1)
88 Oct. R Prem.	(2)11.5-12.75(1)
84 Oct. R Reg.	(1)10.75-11(1)
82 Oct. R Reg.	(2)10.5-11.2(1)
80 Oct. R Reg.	x10.5(1)
60 Oct. M & below	(1)9.625-10.8(1)

W. TEX. (For shpt. to Tex. & N.M. dest'ns.)

93 Oct. R Prem.	12(1)
88 Oct. R Prem.	11.5(1)
86 Oct. R Prem.	x(1)11.5-12(1)
84 Oct. R Reg.	10.5(1)
82 Oct. R Prem.	10.5(1)
80 Oct. R Reg.	x(1)10.5-11(1)
60 Oct. M & below	(1)9.875-10.25(1)

E. TEX. (Truck tmspt.)

93 Oct. R Prem.	11.75(1)
88 Oct. R Prem.	(1)11.375-11.5(1)
86 Oct. R Prem.	(1)11.375-12.5(1)
84 Oct. R Reg.	10.5(1)
82 Oct. R Reg.	(1)10.375-11(1)
80 Oct. R Reg.	x
60 Oct. M & below	(1)9.5-10.5(1)

CENT. W. TEX. (Truck Transpt.)

93 Oct. R Prem.	12(1)
88 Oct. R Prem.	11.5(1)
84 Oct. R Reg.	11.25(1)
82 Oct. R Reg.	10.5(1)
80 Oct. R Reg.	x
60 Oct. M & below	(1)9.5-10.4(1)

ARK. (For shipment to Ark. & La.)

88 Oct. R Prem.	11.375(1)
82 Oct. R Reg.	10.25(1)
80 Oct. R Reg.	10.375(1)
60 Oct. M & below	9.25(1)

KANSAS (For Kansas destinations only)

88 Oct. R Prem.	(1)11.5-11.4(1)x
86 Oct. R Prem.	x(1)11.25-12(1)
82 Oct. R Reg.	(1)10.5-10.4(1)x
80 Oct. R Reg.	x(1)10.25-11(1)
60 Oct. M & below	(1)9.3-10.175(1)

WESTERN PENNA. Bradford-Warren:

86 Oct. R Prem.	11(2)
83 Oct. R Reg.	12.75(2)

Oil City:

86 Oct. R Prem.	(1)10.2-13.7(1)
83 Oct. R Reg.	(1)12.2-12.7(1)

Pittsburgh:

86 Oct. R Prem.	(1)11-12.7(1)
83 Oct. R Reg.	12.7(2)

CENTRAL MICHIGAN (FOB Central Michigan refineries)

90 Oct. R Prem.	(1)13.25-13.75(1)
86 Oct. R Prem.	(1)12.5-13.75(1)
84 Oct. R Reg.	(1)12.25-12.75(1)
82 Oct. R Reg.	(1)11.75-12(1)
Str. run gasoline, excl. Detroit shpt.	(3)10-11.625(1)

OHIO—Quotations of S. O. for delivery to Ohio points:

83 Oct. R Reg.	x13.5

CALIFORNIA

Los Angeles dist.:

80-82 Oct. M Prem.	(1)12.5-16.1(1)
74-76 Oct. M Reg.	(1)11-13.6(2)

San Fran. dist.:

80-82 Oct. M Prem.	(1)15.85-16.6(1)
74-76 Oct. M Reg.	(1)13.85-14.1(1)

San Joaquin Valley:

80-82 Oct. M Prem.	(1)15.85-16.6(1)
74-76 Oct. M Reg.	(1)13.85-14.1(1)

LUBRICATING OILS

WESTERN PENNA.

Prices are for sales made, or offers reliably reported, to jobbers & compounders only.

VISCOUS NEUTRALS—No. 3 oil. Vis. at 70° F. 200 Vis. (180 at 100°) 420-425 ff.

0 p.t.	21.5(2)
10 p.t.	20.5(2)
15 p.t.	19.5(2)
25 p.t.	(3)18-19(1)x

150 Vis. (143 at 100°) 400-405 ff.

0 p.t.	19.5(2)
10 p.t.	18.5(2)
15 p.t.	17.5(2)
25 p.t.	x(3)17-18(1)x

Bright Stock.

145-155 vis. at 210°, 540-550 ff., No. 8 oil.

10 p.t.	20.5(2)
15 p.t.	19.5(2)
25 p.t.	18-19x

CYLINDER STOCKS:

600 S.R. (Iberia)	x(2)12-13.5(2)x
650 S.R.	x(2)13-14.5(2)x
600 B.	x(2)15-16.5(2)x
650 B.	x(2)17-18(2)

MIDCONTINENT LUBES

FOB Tulsa basis. Bright Stocks, vis. at 210°. Neutrals, vis. at 100°, 0-10 p.p.

Neutral Oils—Conventional

Pale Oils	Col.	
60-85 vis.	2	(1)10-11(1)
95-110 vis.	2	(2)10.5-11.25(1)
150 vis.	3	(1)11.5-12(1)
180 vis.	3	x(1)12.25-12.5(1)x
200 vis.	3	x12.5(1)
250 vis.	3	(2)13-14(1)
280 vis.	3	(1)13-14(1)
300 vis.	3	(1)13.5-14(1)

Bright Stock—Conventional

200 vis. D: 10-25 p.p.	21(1)
150-160 vis. D: 0-10 p.p.	x(1)18-18.5(1)x
10-25 p.p.	x(1)17.5-18.5(1)x
120 vis. D: 0-10 p.p.	x(1)17-17.5(1)x

Bright Stock—Solvent

150-160 vis. 0-10 p.p. 95% r.	(1)19.5-20.5(1)

Neutral Oils—Solvent

170-180 vis., 98 V.I.	(2)12-13.75(1)
200-210 vis., 99-95 V.I.	(2)13.5-14(1)
300 vis., 95 V.I.	(1)15-15.5(1)
600 s.r. olive green	x14(2)

SOUTH TEXAS (Neutral Oils)

(Vis. at 100° F. FOB refineries for domestic and/or export shipment.)

PALE OILS:

Vis.	COLOR	
100	1½-2½	9.5(5)
200	No. 2-3	10.5(5)
300	No. 2-3	11.25(5)
500	No. 2½-3½	12(5)
750	No. 3-4	12.75(5)
1200	No. 3-4	(1)13.5-14(1)
2000	No. 4	(1)14-14.5(5)

LUBE COLORS GASOline
Fluorescent color for solvent extracted and additive lube oils.
Petroleum Colors
PATENT CHEMICALS, INC.
PATERSON 4, N. J.

LUBRICATING OILS for Tank Car Buyers
UNIFORM HIGH QUALITY
DEEP ROCK
DEEP ROCK OIL CORPORATION
616 South Michigan Avenue
Chicago 90, Illinois

PROTECTS AGAINST 3 KINDS OF GAS SPILLAGE
VENTALARM
WHISTLING TANK FILL SIGNAL
In 1950—Factory equipped on over 1,000,000 Passenger Cars.
SCULLY SIGNAL COMPANY
79 First St., Cambridge 41, Mass.

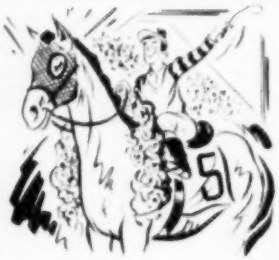
Refinery & Terminal Prices (Continued)

PRICES IN EFFECT MAY 29

(SOUTH TEXAS Cont'd.)

RED OILS:

100 No. 5-6	8.5(4)
200 No. 5-6	10.5(5)
300 No. 5-6	11.25(5)
500 No. 5-6	12(5)
750 No. 5-6	12.75(5)
1200 No. 5-6	(4)12.5-14(1)
2000 No. 5-6	(1)14-14.5(5)



Play the FAVORITE

• Though you hear of people making a killing on a long shot . . . that's the exception that makes headlines. Most people, including your customers, prefer the favorite! For years, they've known, used, trusted and never been disappointed by Elk-refined 100% pure Pennsylvania lubricating oils.

Today, you'll find there's a better-than-ever pay-off on *Elk-refined* 100% pure Pennsylvania products. Price, quality and delivery are protected by a unique jobber - distributor - compounder agreement. Oil marketers find a double profit in every quart . . . extra profits and a bonus of good will. Get details, plus a NEW, FREE booklet "Facts and Figures." Write, wire or phone, TODAY!

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KANAWHA VALLEY BLDG.
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Charleston 1, West Virginia

Refiners of Highest Quality Pennsylvania Grade Petroleum

Bright Stocks
Neutrals
Cylinder Stocks
Waxes

100% PURE PENNSYLVANIA ELK PRODUCTS

Charter Member of P.G.C.O.A.—Permit No. 25

KEROSINE, GAS & FUEL OILS

OKLAHOMA (Group 3)

41-43 w.w.	(5)8.5-9(2)
42-44 w.w.	(5)8.5-9.125(1)
Range oil	x(1)8-8.75(2)
38 & above D.I. diesel	(5)8.25-8.625(2)
No. 1 p.w.	x(1)8-8.625(1)
No. 1 straw	x(1)8-8.625(1)
No. 2 straw	(1)7.375-8.5(1)
No. 3	(1)7.25-7.5(1)
No. 6	(1)$1.60-1.75(1)

MIDWESTERN (Group 3 basis)

41-43 w.w.	(1)8.5-9(1)
42-44 w.w.	(4)8.5-9.125(1)
Range oil	x(1)8-8.125(1)
38 & above D.I. diesel	(3)8.25-8.75(1)
No. 1 p.w.	(1)7.75-8.5(1)
No. 2 straw	(1)7.375-7.875(2)
No. 6	(1)$1.60-1.65(3)

N. TEX. (For shpt. to Tex. & N.M. dest'ns.)

41-43 w.w.	(2)8.5-9.25(1)
42-44 w.w.	(1)8.75-9(1)
38 D.I.	(1)8-8.75(1)
No. 2 straw	(1)8-8.25(1)
No. 6 fuel	$1.60(1)

W. TEX. (For shpt. to Tex. & N.M. dest'ns.)

41-43 w.w.	
42-44 w.w.	10.5(1)
No. 1 straw	8.25(2)
No. 2 straw	(1)8.5-9.25(1)
No. 6 fuel	(1)$1.60-1.80(1)

E. TEX. (Truck trnspt.)

41-43 w.w.	(1)8.6-9.25(2)
42-44 w.w.	(1)8.6-9.5(1)
38 & above D.I. diesel	(1)8-9(1)
No. 2 fuel	(1)8-9.25(1)
No. 6	(2)$1.60-1.75(1)

CENT. W. TEX. (Truck trnspt.)

41-43 w.w.	(1)9-9.5(1)
38 & above D.I. diesel	(1)8.75-9.25(1)
U.G.I. gas oil	8.5(1)
No. 1 fuel	9.25(1)
No. 2 fuel	9(1)
No. 5 fuel	
No. 6 fuel	(1)$1.60-2.00(1)

KANSAS (For Kansas destinations only)

42-44 w.w.	(1)8.7-9.875(1)
38 & above diesel	(1)8.8-9.3(1)
No. 1 fuel	(1)8.4-8.625(1)
No. 2 fuel	(1)7.25-9.375(1)
No. 4 fuel	$2.77(1)
No. 5 fuel	(1)$2.00-2.27(1)
No. 6 fuel	x(2)$1.85-1.77(1)

ARK. (For shipment to Ark., La.)

42-44 w.w.	8.625(1)
Tractor fuel	9(1)
Diesel fuel 32 & below	8.125(1)
Diesel fuel 38 & above	8.5(1)
No. 2 fuel	7.75(1)
No. 3 fuel	7.375(1)
No. 4 fuel	$2.15(1)
No. 5 fuel	$1.95(1)
No. 6 fuel	$1.80(1)

WESTERN PENNA.

Bradford-Warren:

Kerosine	8.75(4)
No. 1 fuel	
No. 2 fuel	(1)9-9.5(1)
No. 3 fuel	(1)9-9.25(1)
36-40 gravity	(1)8.75-9.25(1)

Oil City:

Kerosine	10(3)
No. 1 fuel	9.5(2)
No. 2 fuel	(1)9-9.5(1)
No. 3 fuel	(1)9-9.25(1)
36-40 fuel	(1)9-9.25(1)

Pittsburgh:

Kerosine	10(3)
No. 1 fuel	x9.625(1)
No. 2 fuel	(1)9.375-9.5(1)
No. 3 fuel	9(1)
36-40 fuel	9(2)

CENTRAL MICHIGAN

(FOB Central Michigan refineries.)

Range oil	(2)11-11.8(1)
46-49 w.w. kero	(1)11.06-11.8(1)
P.W. distillate	(1)10.75-11.5(1)
No. 2 light straw	(1)10-10.75(1)
No. 3 straw	(2)10-10.75(1)
C.T.I. gas oil	(1)8-10(1)
No. 5 fuel	x(2)7.8(2)
No. 6 fuel	x(2)6.75-7.5(1)

OHIO—Quotations of S.O. Ohio for delivery to Ohio points:

Kerosine	11.5

CALIFORNIA

San Joaquin Valley:

40-43 w.w.	12.6(2)
Heavy fuel (PS 400)	$1.60(2)
Light fuel (PS 300)	$2.10(2)
Diesel fuel (PS 200)	(1)10-11.5(4)
Stove dist. (PS 100)	(1)11.5-13(1)

Los Angeles:

40-43 w.w.	12.1(2)
Heavy fuel (PS 400)	(1)$1.25-1.50(2)
Light fuel (PS 300)	(1)$1.85-2.10(1)
Diesel fuel (PS 200)	(1)7.5-11(2)
Stove dist. (PS 100)	(1)9.5-12.5(2)

San Francisco:

40-43 w.w.	12.6(2)
Heavy fuel (PS 400)	$1.50(2)
Light fuel (PS 300)	$2.10(2)
Diesel fuel (PS 200)	(1)10-11.5(1)
Stove dist. (PS 100)	(1)11.5-13(1)

Natural Gasoline

(Group 3 & Breckenridge prices are to blend on freight Basis shown below. Shipments may originate in any Mid-Continent producing district.)

FOB GROUP 3

Grade 26-70	5.125(Quotes)

FOB BRECKENRIDGE

Grade 26-70	4.625(Quotes)

Marketer of Petroleum Products

NEW ENGLAND PETROLEUM CORPORATION

New York — Boston

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT MAY 29

CHICAGO DISTRICT PRICES

Prices to jobbers & distributors in tank car and/or truck transport lots FOB refineries, pipe line terminals and inland waterway barge terminals.

Motor Gasoline

99 Oct. R Prem.	(1)12.875-13.25(1)
88 Oct. R Prem.	(1)12.75-13.125(1)k
84 Oct. R Reg.	x12.125(1)
82 Oct. R Reg.	(1)11.75-12.125(1)k

Light Fuel Oils

Range oil	(4)10.25-10.625(1)
No. 2 Fuel	(1)9.15-10.125(1)

Heavy Fuel Oils

No. 5, low sulfur	(1)7.5-7.9(1)k
No. 5, high sulfur	(1)7.45-7.75(1)
No. 6, low sulfur	x7(1)
No. 6, high sulfur	(2)6.5-6.75(1)

WAX

WESTERN PENNA. (T.C., in Bulk)

White Crude Scale:

122-124 A.m.p.	x(1)3.35-3.75(2)
125-126 A.m.p.	x(1)3.35-3.75(2)

SEABOARD

Melting points are AMP, 3° higher than EMP. Prices are for carload lots; domestic prices are FOB refinery; scale in bags or bbls.; fully refined, slabs loose. Export prices are FAS; scale in bags or bbls.; fully refined in bags or cartons.

Crude Scale	New Orleans Export	N.Y. Domestic	N.Y. Export
124-6 wh.	.....	4.75(2)	(1)4.65-4.75(1)
Fully Refined:			
123-5	.....	6.35(2)	....
125-7	.....	6.85(3)	(1)7.05-7.2(1)
128-30	.....	6.35(3)	(1)7.05-7.2(1)
130-32	.....	6.40(1)	7.15(1)
133-5	.....	6.45(3)	(1)7.15-7.3(1)
135-7	.....	6.6(2)	7.45(1)
138-40	.....	7.90(3)	(1)7.75-7.9(1)
143-5	.....	7.3(2)	(1)8.8.15(1)
149-51	.....	10.05(1)	11.5(1)

NAPHTHAS AND SOLVENTS

(FOB Group 3)

Stoddard solvent	10.875(3)
Cleaners naphtha	11.375(2)
V.M.&P. naphtha	(2)11.375-11.625(1)
Mineral Spirits	10.375(4)
Rubber solvent	11.375(3)
Lacquer diluent	(2)11.625-11.875(1)
Heptol diluent	12.625(3)

WESTERN PENNA.

Oil City:

Stoddard solvent	13(1)

Pittsburgh:

Untreated naphtha	12.75(1)
Stoddard solvent	13(3)

OHIO—Quotations of S.O. Ohio for delivery to Ohio points:

VM&P Naphtha	16.0
Mineral Spirits & Stoddard Solvent	15.0
Rubber Solvent	13.875

E. TEXAS (Truck Trnspt.)

Stoddard Solvent	(1)10-10.75(1)

CENT. W. TEX. (Truck Transpt.)

Stoddard Solvent	10.25(1)

KANSAS (For Kan. Dest'n. only)

Stoddard Solvent	11.375(1)

ATLANTIC COAST

	V.M.&P. Naphtha	Mineral Spirits
New York Harbor	15.5(4)	14.5(5)
Philadelphia	(2)15-15.5(1)	(4)13.5-14.5(1)
Baltimore	....	14(3)
Boston	16(4)	15(5)
Providence	16(1)	15(5)

ATLANTIC & GULF COASTS

Prices are of refiners, FOB their refineries & tanker terminals, and of tanker terminal operators, FOB their terminals. Ships' bunkers prices are exclusive of lighterage.

District	93 Oct. R Prem. Gasoline	90 Oct. R Prem. Gasoline	86 Oct. R Reg. Gasoline	83 Oct. R Reg. Gasoline	Kerosine-No. 1 Fuel
N. Y. Harbor	(1)12.6-13.6(4)	(2)12.6-13.6(1)k	(2)11.6-13.2(1)k		x9.2(19)
do barges	x(1)12.6-14.1(1)	x12.6-13.5(1)	x(1)11.6-12(1)		x8.1(19)
Albany	(1)14.45-14.7(3)	(1)13.85-14.7(2)	13.2(7)		x8.4(8)
Baltimore	(1)12.5-14.5(2)	(1)12.5-14.05(1)	(2)11.5-13.05(1)		9.3(10)
do barges	(1)12.4-13.25(1)	12.4(1)	(1)11.4-12(1)		9.2(4)
Baton Rouge				11.2(1)	9.2(1)
do barges				11.1(1)	
Boston	(1)14.45-15.2(1)	(1)14.45-14.7(3)	13.2(8)	12.2(1)	x9.3(15)
Charleston	(1)12.6-14.05(1)	(1)12.6-13(1)	(1)11.6-12.05(1)		9.4(5)
Corpus Christi	(1)11.75-13(1)	(1)11.75-12(1)	(1)10.75-11(1)		
Houston	(1)11.75-13.3(1)	11.75(1)	(1)10.75-11.3(1)		(1)9.25-10.25(1)
do barges	(1)11.75-13.3(1)	(1)11.5-12(1)	(1)10.75-11.3(1)		(1)9.25-9.25(1)
Jacksonville	13.3(2)	(1)12.55-13.3(4)	(1)11.8-12.3(8)		10(11)
Miami	13.3(1)	(1)12.5-13.6(1)	(1)12.3-12.6(1)		10(3)
Mobile	(1)12.6-13.1(1)	13.1(1)	(1)11.6-12.1(2)		8.8(4)
New Haven	14.5(2)	(1)14-14.5(1)	13(3)		x9.3(6)
New Orleans	12.4(1)	11.8(1)	11.4(1)	(1)11.4-11.5(1)	(1)9.2-9.5(1)
do barges	12.4(1)	11.8(1)	11.4(1)	(1)11.3-11.5(1)	8.95(1)
Norfolk	(1)12.5-14.2(1)	(1)12.5-12.8(1)	(1)11.5-12.2(1)		(1)9.5-9.6(1)
Pensacola		13.1(1)	12.1(1)		9.4(2)
Philadelphia	(1)13.2-15(1)	(1)13.2-13.35(1)	(1)12.2-13.5(2)		x9.2(10)
do barges	(1)13.1-13.25(1)	(1)13.1-13.25(1)	12.1(1)		x9.1(7)
Pt. Everglades	13.3(3)	13.3(3)	(1)11.8-12.3(4)		10(6)
Portland	14.8(2)	(1)13.75-14.8(1)	13.3(3)		x9.4(7)
Providence	14.7(2)	(1)13.75-14.7(1)	13.2(4)		x9.3(8)
Savannah	13.3(2)	(1)13-13.3(3)	(1)12-12.3(7)		10(9)
Tampa	13.1(2)	(1)13-13.6(1)	(1)12-12.6(1)		9.8(7)
Wilmington, N. C.	(1)12.75-14.15(2)	12.8(1)	(1)11.75-12.15(2)	11.75(1)	9.5(7)

District	No. 2 Fuel	Gas House Gas Oil	No. 5 Fuel (8-10 p.t.)	No. 5 Fuel (15-40 p.t.)	Diesel Oil Shore Plants (50 cet., 55 d.t.)
N. Y. Harbor	x8.1(20)*	8.2(2)	(8)2.55-2.70(1)	2.35(1)	(1)8.1-8.6(1)k
do barges	x8(20)*	8.1(1)	(8)2.52-2.65(2)	2.32(1)	
Albany	x8.3(16)	8.4(1)	3.04(1)		x8.7(4)
Baltimore	x8.2(11)	8.3(1)	2.55(1)	2.35(1)	x8.6(5)
do barges	x8.1(5)		2.52(1)	2.32(1)	
Baton Rouge	7.9(1)	8.3(1)		2.05(1)	8.3(1)
do barges				2.02(1)	
Boston	x8.2(13)	8.25(1)	2.56(1)	2.59(6)	x8.6(8)
Charleston	x8.1(4)			2.30(2)	x(1)8.4-8.5(1)
Houston	(2)8.25-8.5(1)				x(2)8-8.5(2)
do barges	(1)7.7-7.25(1)		2.25(1)		
Jacksonville	x(1)8.5-9(3)				x9(8)
Miami	8.8(1)				x9(2)
Mobile	x8.0(2)				x9(1)
New Haven	x8.2(6)				x(1)8.6-8.7(1)
New Orleans	(1)7.9-8.2(3)				(1)8.2-8.8(2)
do barges	7.45(1)				
Norfolk	x(1)8.2-8.4(1)	8.6(1)		2.35(2)	x8.6(2)
Pensacola	8.9(1)				8.2(1)
Philadelphia	x8.2(10)	8.3(1)	2.70(3)	2.55(3)	x8.6(7)
do barges	x8.1(8)				
Pt. Everglades	(1)8.6-8.9(7)				x9(4)
Portland	x8.3(7)	8.4(1)			x(1)8.7-10.1(1)
Providence	x8.2(6)	8.25(1)	2.56(2)	2.65(2)	x8.6(8)
Savannah	(1)8.8-9(4)			2.45(1)	x9(4)
Tampa	(1)8.7-9(1)				x8.9(6)
Wilmington, N. C.	x(1)8.4-8.6(1)	8.4(1)			x8.3(2)

(*) Discount of 0 to 10 is offered by some suppliers to New Jersey resellers.

District	No. 6 Fuel	No. 6 Fuel Barges	Bunker C Fuel Ships' Bunkers	Heavy Diesel Ships' Bunkers	Light Diesel Ships' Bunkers (45 cet., 48 d.t.)
N. Y. Harbor	(10)2.05-2.10(1)	$2.05(12)	$2.05(10)	3.23(3)	x$3.18(5)
Albany	2.25(1)				
Baltimore	2.08(5)	2.05(3)	2.05(3)	3.23(1)	x$3.48(4)
Baton Rouge	1.78(1)	1.75(1)	1.75(2)	2.02(1)	2.28(1)
Boston	2.10(9)	2.10(5)	2.10(4)		x$3.52(3)
Charleston	2.00(2)	2.00(3)	2.00(3)		x$3.48(2)
Corpus Christi	1.75(1)	1.75(1)	(2)1.75-1.90(1)	3.15(1)	
Houston	(3)1.75-1.85(1)	1.75(7)	(9)1.75-1.85(2)	x(1)3.00-3.10(1)	x(1)3.20-3.30(1)
Jacksonville	2.02(6)	1.90(6)	1.90(6)		x$3.78(5)
Miami	1.90(1)	1.85(2)	1.85(3)		3.78(2)
Mobile	1.88(1)	1.85(1)	1.85(1)		
New Haven	2.10(2)	2.05(1)	2.05(1)		
New Orleans	1.78(3)	1.75(3)	1.75(4)	3.03(2)	3.28(2)
Norfolk	2.00(3)	2.05(4)	2.05(4)		x$3.48(4)
Pensacola		2.00(1)	2.00(1)		
Philadelphia	2.00(7)	2.05(7)	2.05(7)	3.23(2)	x$3.48(5)
Pt. Everglades	1.98(2)	1.95(2)	1.95(2)		3.78(4)
Portland	2.13(2)	2.10(1)	2.10(1)		x$3.98(1)
Providence	2.075(6)	2.075(2)	2.075(3)		x(1)3.52-3.63(1)k
Savannah	2.03(4)	2.00(4)	2.00(5)		x$3.78(4)
Tampa	1.92(5)	1.89(5)	1.89(5)		x$3.73(5)
Wilmington, N. C.					x$3.48(3)

Research octane ratings, indicated by the letter "R", are minimum ratings. Motor Method octane ratings, where used, are indicated by the letter "M".

OIL PRICE SECTION

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT MAY 29

GULF COAST—CARGOES, DOMESTIC & EXPORT, ALL PORTS

Cargo prices are FOB ship at Gulf, minimum of 20,000 bbls., and are by refiners only to other refiners, export agents, or tanker terminal operators. The figure in parentheses after each price indicates the number of companies quoting that price.

Aviation Gasoline

Grade 115/145 (AN-F-48)	17.25(2)
Grade 100/130 (AN-F-48)	16(3)–16.25(1)
Grade 91/98 (AN-F-48)	14.5(1)–15.25(1)
Grade 80 (AN-F-48)	14.25(1)

Motor Gasoline

93 Oct. R (Premium)	11.75(2)–12(3)
89 Oct. R (Premium)	11.25(1)–11.5(2)–11.75(1)
86 Oct. R (Regular)	10.75(2)–11(2)–11.25(2)
83 Oct. R (Regular)	10.5(1)–10.75(2)–11(2)
79 Oct. R	10.25(1)–10.75(2)
70-72 Oct. M Leaded	9.5(1)–9.75(1)–10.5(1)

Kerosine & Light Fuels

41-43 kerosine	8(2)–8.25(1)–8.5(2)–9(2)
No. 2 Fuel	7(3)–7.25(1)–7.5(1)–8(2)

Diesel & Gas Oils

43-47 Diesel index	7.125(3)–8.125(1)
48-52 Diesel index	7.25(3)–8.25(1)
53-57 Diesel index	7.375(3)–8.375(1)

Heavy Fuels

No. 5 Fuel, 6-10 p.t.	$2.25(1)–2.35(3)
Bunker C Fuel	$1.65(3)–1.75(3)–1.80(1)x

Research octane ratings, indicated by the letter "R", are minimum ratings. Motor Method octane ratings where used, are indicated by the letter "M".

AVIATION GASOLINE & JET PROPULSION FUELS

(Prices are for tank cars, barge or truck transport lots; aviation gasolines meet Specification AN-F-48, unless otherwise noted; jet fuel meets MIL-F-5616).

	Aviation Gasoline				
District	Grade 115/145	Grade 100/130	Grade 91/98	Grade 80	Jet Fuel (JF-1)
New York, N. Y.	....	18.1(2)	(1)16.6–16.7(1)	(1)15.7–15.85(1)	....
Boston, Mass.	....	18.2(1)	16.7(1)	15.95(1)	....
Portland, Me.	....	....	....	17.8(1)	....
Phila., Pa.	....	....	....	....	....
Baltimore, Md.	....	18.1(1)	16.6(1)	15.85(1)	....
Norfolk, Va.	....	18.1(1)	16.6(1)	15.85(1)	....
Charleston, S. C.	....	16(1)	16.5(1)	15.75(1)	....
New Orleans, La. (Baton Rouge)	....	17(1)	15.5(1)	14.75(1)	....
Houston, Tex.	17.5(1)	17(2)	15.5(2)	14.75(2)	9.2(1)

TANKER MARKET REPORT

(Ocean Freight Rates)

Supplied by Dietze Inc., New York, N. Y., oil & ship brokers and tank steamer chartering agents. All rates shown are on basis of tons of 2240 pounds, unless otherwise stated are for vessels over 14,000 TDW, and unless otherwise stated are in dollars per ton. For purposes of rate calculation only, it has been assumed that New York is the port of discharge whenever the range USNH appears. Approximate rates in cents per bbl. may be determined by dividing per-ton rate by following conversion factors: gasoline, 8.7; kerosine, 7.9; No. 2 fuel, 7.5; 30 gravity crude, 7.3; No. 5 fuel, 6.9; Bunker "C" fuel, 6.5. Due to widespread trade interest in last rates established by USMC, rates paid are shown in relation percentagewise to USMC rates in effect on June 30, 1948.

			LAST PAID	OWNERS ASK	Scheduled Rates 6/30/48
Gulf	USNH	(Clean)	$ 2.15(-25)	$ 2.15(-25)	$ 2.85
		(Dirty)	1.85(-35)	1.85/2.00(-35/30)	2.85
NWI	U.K.-Continent		4.26(-35)	4.26(-35)	6.55
Ras Tanura	U.K.-Continent		6.76(-38)	6.76/7.63(-38/30)	10.90
Ras Tanura	USNH		7.30(-42½)	7.62/8.26(-40/35)	12.70
Los Angeles	USNH		4.60(-40)	5.04/5.42(-35/30)	7.75

UNITED STATES FLAG

VESSEL	TDW	CARGO	TRADE		LIFTING
5/18 Paoli	15,500	Dirty	USGulf/USNH	$1.71(-40)	End May
5/18 Crown Trader	15,500	Clean	USGulf/USNH	1.85(-35)	End May
5/18 Chiwawa	15,500	Clean	USGulf/USNH	1.85(-35)	Early June
5/18 Tagalam	15,500	Clean	USGulf/USNH	1.85(-35)	End May
5/18 Fort Meigs	15,500	Dirty	USGulf/USNH	1.78(-37½)	End May
5/19 Fort Bridger	15,500	Dirty	Ras Tanura/French Atlantic	6.78(-38)	Mid July
5/19 Henry M. Dawes	15,500	Dirty	USGulf/USNH	1.85(-35)	Early June
5/19 Five Forks	15,500	Dirty	USGulf/USNH	1.85(-35)	Early June
5/19 Paoli	15,500	Dirty	USGulf/USNH	1.85(-35)	Early June
5/19 Cities Service T-2	15,500	Clean	USGulf/USNH	1.92(-32½)	Early June
5/22 Government Camp	15,500	Dirty	USGulf/USNH	2.00(-30)	Early June
5/23 Wanda	9,500	Clean	USGulf/USNH	2.00(-30)	Mid June
5/24 Conoco Lake Charles	15,500	Dirty	USGulf/USNH	1.85(-35)	Mid June

FOREIGN FLAG

5/19 Bulktrader	29,000	Dirty	NWI/USNH—2 Contracs	$1.49(-45)	Late May

LAKE PORT TERMINAL PRICES

	Buffalo	Cleveland
90 Oct. R (Prem.)	15.5(2)	.....
86 Oct. R (Reg.)	14(3)	.....
Kerosine	11(3)	.....
Diesel Fuel	x10.2(2)	.....
No. 1 Fuel	.....	.....
No. 2 Fuel	x9.7(2)	.....
No. 5 Fuel	.....	8.7(1)
No. 6 Fuel	8.07(2)	8.35(1)

	Detroit	Toledo
90 Oct. R (Prem.)	.....	.....
86 Oct. R (Reg.)	.....	.....
Kerosine	.....	10.75(1)
Diesel Fuel	10.15(2)	9.25(1)
No. 1 Fuel	10.9(2)	10.35(2)
No. 2 Fuel	10.15(2)	9.1(2)
No. 5 Fuel	7.6(2)	7.75(3)
No. 6 Fuel	7.35(2)	7.5(3)

LPG PRICES

(Of refiners, FOB refineries, in cents per gal., tank cars or transport trucks)

District	Commercial Propane	Industrial Propane	Commercial Butane	Industrial Butane
N. Y. Harbor	6(1)	6(1)	....	....
Philadelphia	6.25(1)	6.25(1)	....	....
Baltimore	....	....	....	....
Hastings	....	....	....	....

PETROLATUMS

WESTERN PENNA.

(Bbls., carloads; tank car, 1 to 1.5c less.)

Snow White	(1)5.75–7.25(2)
Lily White	(1)5.25–6.375(1)
Cream White	(1)5–6.125(1)
Light Amber	(2)4.125–4.5(1)
Amber	(1)3.875–4.25(1)
Red	3.875(2)

MID-CONTINENT LUBES AT GULF

(In packages. FAS, New Orleans; in bulk FOB terminals)

Bright Stock D color, Vis. at 210°	Steel Drums	Bulk
150 vis., 0-10 pp.	31.25(1)	19(1)
Neutral Oil	**Col.**	
200 vis.	3	15.3(1)

PACIFIC COAST

(In Ships' Bunkers, Or Deep Tank Lots)	Diesel Fuel (P.S. 200)	Bunker C Fuel (P.S. 400)
San Pedro, Calif.	$3.35(4)	$1.25(4)
San Francisco	3.56(4)	$1.30(4)
Portland, Ore.	3.77(4)	$1.55(4)
Seattle, Wash.	3.77(4)	$1.55(4)

MEXICAN BUNKER PRICES

	Mexican Gulf Ports U.S. Dollars per Bbl. Bunker C (Ships' Bunkers)	Diesel (Ships' Bunkers)
Tampico	$1.75	$3.75
Veracruz	$1.75	....
Minatitlan	$1.75	3.75
	Pacific Coast	
Guaymas	$2.50	$3.95
Manzanillo	2.50	3.66
Salina Cruz	2.50	3.50

HARTOL
PETROLEUM CORPORATION
INDEPENDENT MARKETERS
Maine to South Carolina
630 FIFTH AVENUE, NEW YORK 20, N. Y.

Tank Wagon Prices

OIL PRICE SECTION

Commercial or consumer tank car, tank wagon, dealer and service station prices for gasoline do not include taxes; they do, however, include inspection fees as shown in next column. Gasoline taxes, shown in separate column, include 1.5c federal, and state taxes; also city and county taxes as indicated in footnote. Kerosine tank wagon prices also do not include taxes, kerosine taxes where levied are indicated in footnotes. Dealer discounts are shown in footnotes. These prices in effect May 29, 1950, as posted by principal marketing companies at their headquarters offices, but subject to later correction.

Inspection fees per gal., included in both gasoline and kerosine prices, unless otherwise specified, are as follows:

Ala. 1/40c on gasoline; Ark. 1/20c; Fla. 1/8c; Ill. 3/100c; Ind. 2/25c; Kans. 1/100c; La 1/32c; Minn. 5/200c; Mo. 1/25c; Neb. 2/100c; Nev. 1/20c; N. C. 1/4c; N. D. 1/20c; Okla. 2/25c; S. C. 1/8c; S. D. 1/40c; Tenn. 2/5c; and Wisc. 3/100c.

Kerosine inspection fees only: Ala. 1/2c; Iowa 1/50c; Mich. 1/5c.

ATLANTIC REFINING

	Atlantic White Flash (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Philadelphia, Pa.	14.5	6.5	12.4
Pittsburgh	15.4	6.5	x13.55
Allentown	15.1	6.5	13.6
Erie	15.4	6.5	x13.55
Scranton	15.4	6.5	13.3
Altoona	15.4	6.5	x13.55
Emporium	15.4	6.5	x13.55
Indiana	15.4	6.5	x13.55
Uniontown	15.4	6.5	x13.55
Harrisburg	15.1	6.5	13.0
Williamsport	15.4	6.5	13.3
Dover, Del.	14.3	6.5	11.9
Wilmington	14.3	6.5	11.9
Boston, Mass.	16.6	4.5	....
Springfield	15.1	4.5	....
Worcester	14.8	4.5	....
Fall River	14.6	4.5	....
Hartford, Conn.	14.6	5.5	....
New Haven	14.3	5.5	....
Providence, R. I.	14.4	5.5	....
Atlantic City, N. J.	14.2	4.5	12.2
Camden	14.2	4.5	12.2
Trenton	14.2	4.5	12.2
Baltimore, Md.	14.1	6.5	....
Hagerstown	14.9	6.5	....
Richmond, Va.	14.1	7.5	15.0
Wilmington, N. C.	14.4	8.5	....
Brunswick, Ga.	13.3	8.5	....
Jacksonville, Fla.	14.9	8.5	....

	Mineral Spirits T.W.	V.M.&P. T.W.
Philadelphia, Pa.	14.5	16.5
Pittsburgh, Pa.	18.0	19.0

Fuel Oils—T.W.

	1	2	5	6
Phila., Pa.	12.4	11.2	7.17	5.95
Pittsburgh	....	x12.15	....	....
Allentown	x13.0	11.8	....	....
Wilmington, Del.	11.0	x11.2	....	....
Dover	11.9	11.2	....	....
Springfield Mass.	....	11.7	....	....
Worcester	....	11.2	....	....
Hartford, Conn.	....	11.0	....	....

Notes:

Kerosine: Thru Penna. & Del., add 2c per gal. for t.w. deliveries of less than 25 gals. at one time. Atlantic City & Camden, N. J.—Add 1c for deliveries of 100-299 gallons; 2c for deliveries of less than 100 gallons.

Gasoline T.W. prices are to dealers & consumers; kerosine T.W. prices to consumers.

Mineral Spirits prices also apply to Stoddard Solvent.

Effective dates: x May 20. x: May 20, shown incorrectly in May 24 issue of NPN.

CONT'L OIL

(N. B. Prices are Continental's tankwagon prices. Current selling prices may vary from those shown because of local conditions.)

	Conoco N-tane (regular) Tank	Demand (3rd Grade) Wagon	Gasoline Taxes	Kerosine T.W.
Denver, Colo.	x14.8	x13.8	7.5	14.7
Grand Junc.	x17.2	x16.2	7.5	17.1
Pueblo	x15.6	x14.6	7.5	15.5
Casper, Wyo.	15.7	14.7	6.5	15.0
Cheyenne	x15.7	x14.7	6.5	15.6
Billings, Mont.	17.0	....	7.5	16.5
Butte	18.0	....	7.5	18.2
Great Falls	17.0	....	7.5	18.2
Helena	17.5	....	7.5	18.2
Salt Lake, U.	16.4	15.4	5.5	16.5
Twin Falls, Ida.	19.1	18.1	7.5	19.2
Albuquer., N.M.	x16.2	x15.2	9.0	15.1
Roswell	x15.3	x14.3	9.0	14.1
Santa Fe	x16.5	....	9.5	15.4
Muskogee, Okla.	13.2	12.2	8.0	12.9
Oklahoma City	x13.5	x12.5	8.0	12.9
Tulsa	x13.5	x12.5	8.0	12.9

Taxes:

Gasoline tax column includes these city taxes: Albuquerque & Roswell, 0.5c.; Santa Fe, 1c.; Cheyenne, 1c; Casper, 1c.

Notes:

T.W. prices are to consumers and dealers. Effective date: x May 15.

HUMBLE OIL

	Humble (Regular) Tank Wagon	Retail	Gasoline Taxes
Dallas, Tex.	13.5	18.5	5.5
Ft. Worth	13.5	18.5	5.5
Houston	13.5	18.5	5.5
San Antonio	13.5	18.5	5.5

	Kerosine Tank Wagon	Retail
Dallas, Tex.	12.5	17.0
Ft. Worth	12.5	17.0
Houston	12.5	17.0
San Antonio	12.5	17.0

Notes:

T.W. prices are to all classes of dealers and consumers.

IMPERIAL OIL

	Esso Gasoline (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Hamilton, Ont.	23.9	11.0	23.7
Toronto	23.0	11.0	23.7
Brandon, Man.	29.8	9.0	30.6
Winnipeg	27.8	9.0	28.6
Regina, Sask.	26.6	10.0	27.3
Saskatoon	27.4	10.0	28.1
Edmonton, Alta.	21.4	9.0	22.1
Calgary	22.0	9.0	22.7
Vancouver, B. C.	21.0	10.0	24.2
Montreal, Que.	23.0	11.0	23.7
St. John, N. B.	21.0	13.0	22.7
Halifax, N. S.	21.0	13.0	22.7

Taxes:

Gasoline taxes are provincial taxes.

Notes:

Prices are per imperial gal., which is 1.2 U. S. gals.—T.W. prices are to divided & undivided dealers.

TEXAS CO.

	Fire-Chief Gasoline (Regular Grade) Dealer T.W.	Gasoline Taxes	Kerosine Dealer T.W.
Dallas, Tex.	13.5	5.5	12.50
Fort Worth	13.5	5.5	12.60
Wichita Falls	13.5	5.5	12.50
Amarillo	13.5	5.5	12.50
Tyler	13.5	5.5	12.50
El Paso	15.5	5.5	13.80
San Angelo	13.5	5.5	12.50
Waco	13.5	5.5	12.50
Austin	13.5	5.5	12.50
Houston	13.5	5.5	12.50
San Antonio	13.5	5.5	12.50
Port Arthur	13.5	5.5	12.50

Notes:

Dealer t.w. prices apply also to all classes of consumers with minimum delivery of 50 gals.

CALIFORNIA STANDARD

	CHEVRON (Regular) T.T.	Av. 80/87 T.T.	Gasoline Taxes	Base Kerosine T.T.
San Fran., Cal.	14.1	17.6	6.0	18.1
Los Angeles	13.6	17.1	6.0	17.6
Fresno	15.5	19.0	6.0	19.6
Phoenix, Ariz.	17.1	20.6	6.5	21.1
Reno, Nev.	16.8	20.3	7.0	20.8
Portland, Ore.	14.7	18.2	7.5	20.2
Seattle, Wash.	14.7	18.2	8.0	20.2
Spokane	17.6	21.1	8.0	24.1
Tacoma	14.7	18.2	8.0	20.2
Boise, Idaho	19.5	23.0	7.5	25.5
Salt Lake, U.	16.4	19.9	5.5	16.5
Honolulu, T. H.	14.9	18.4	7.5	18.9
Fairbanks, Alaska	26.9	30.4	3.5	36.9
Juneau	16.1	19.6	3.5	21.8

Taxes:

Boise 7.5c tax applies to motor fuel only; avgas taxes are 1.5c federal, 2.5c state; Honolulu 7.5c tax applies to motor fuel only; avgas taxes are 1.5c federal, 4c territorial; Honolulu TT prices also do not include Hawaiian gross income tax of 1% to resellers, 2.5% to consumers.

California Standard (Cont.)

Notes:

Prices for Chevron Supreme (Premium) are 2c higher than Chevron (regular), except Utah which is 1.5c higher than Chevron (regular). Prices for Chevron Aviation 91/98 are 2c above Chevron Aviation 80/87; for Chevron Aviation 100/130, 5c above Chevron Aviation 80/87; for Chevron Aviation 115/145, 8c above Chevron Aviation 80/87.

Base kerosine t.t. prices, except at Salt Lake City, apply to deliveries of 40-199 gals. For other deliveries: less than 40 gals., add 4c; 200-399 gals., deduct 3c; 400 gals. & over, deduct 4c; tank car-truck trailer, deduct 5.5c.

ESSO STANDARD

	Esso Gasoline (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Atlantic City, N. J.	14.2	4.5	12.2
Newark	14.2	4.5	12.2
Baltimore, Md.	14.1	6.5	12.1
Cumberland	15.3	6.5	13.5
Washington, D. C.	14.5	5.5	12.5
Danville, Va.	15.0	7.5	13.7
Petersburg	14.6	7.5	13.5
Norfolk	13.7	7.5	12.6
Richmond	14.1	7.5	13.0
Roanoke	15.9	7.5	14.6
Charleston, W. Va.	15.7	6.5	14.7
Fairmont	15.7	6.5	15.0
Parkersburg	15.6	6.5	14.0
Wheeling	15.6	6.5	15.9
Charlotte, N. C.	15.4	8.5	13.4
Hickory	15.6	8.5	13.6
Mt. Airy	15.9	8.5	13.9
Raleigh	15.7	8.5	13.6
Salisbury	15.1	8.5	13.2
Charleston, S. C.	14.2	7.5	....
Columbia	15.6	7.5	....
Spartanburg	14.9	7.5	....
New Orleans, La.	14.1	10.5	12.3
Baton Rouge	13.8	10.5	12.0
Alexandria	15.2	10.5	13.2
Lake Charles	13.9	10.5	12.6
Shreveport	15.5	10.5	13.0
New Iberia	14.0	10.5	12.6
Knoxville, Tenn.	15.1	8.5	13.2
Memphis	14.8	8.5	13.0
Chattanooga	15.0	8.5	13.1
Nashville	15.3	8.5	13.5
Little Rock, Ark.	15.7	8.0	13.5

	Mineral Spirits T.W.	V.M.&P. T.W.
Newark, N. J.	x15.5	x17.0
Baltimore, Md.	x18.0	
Washington, D. C.	x18.0	

FUEL OILS—T.W.

	No. 1	No. 2	No. 4	No. 6
Atlantic City, N.J.	12.2	11.2		
Newark, N. J.	12.2	11.1	$3.074	$2.606
Baltimore, Md.	12.1	11.2	3.01	2.54
Washington, D. C.	12.5	11.6	3.17	2.64
Norfolk, Va.	12.6	11.2	....	....
Danville	....	12.3	....	....
Petersburg	13.3	11.5	....	....
Richmond	13.0	11.6	....	....
Roanoke	....	13.2	....	....
Charlotte, N. C.	13.4	12.1	....	....
Hickory	13.6	12.4	....	....
Raleigh	13.6	12.6	....	....
Charleston, S. C.	....	11.4	....	....
Columbia	....	12.7	....	....
Spartanburg	....	11.9	....	....

Taxes: Louisiana kerosine prices do not include 1c state tax.

Notes:

Gasoline t.w. prices are to consumers & dealers.

Naphtha—Newark t.w. prices are for deliveries of 200 gals. or more; less than 200 gals., 0.5c over posted t.w. prices; steel barrel deliveries, 6c over posted t.w. prices. Baltimore & Washington prices are for t.w. deliveries of 25-99 gals., no discounts.

Kerosine & No. 1—Atlantic City prices are for deliveries of 300 gals. or more; for deliveries of 100-299 gals., add 1c to prices shown; for deliveries of less than 100 gals., add 2c to prices shown.

Effective 4-25-50, minimum retail resale price of 18.2c (ex tax) for Esso Gasoline posted throughout New Jersey.

Effective date: x April 26.

OIL PRICE SECTION

Tank Wagon Prices (Continued)

SOCONY VACUUM

	Gasoline Taxes	Mobilgas Aircraft Grade 80 T.W.	Mobilgas Aircraft Grade 91 T.W.	Mobilgas Aircraft Grade 100 T.W.	Mobilgas (Regular Grade) T.C.	Mobilgas (Regular Grade) T.W.	Mobil Kerosine T.C.	Mobil Kerosine Yard	Mobil Kerosine T.W.	Mobilfuel Diesel xT.C.	Mobilfuel Diesel xT.W.	MOBILHEAT (No. 2 Fuel) xT.C.	MOBILHEAT (No. 2 Fuel) xYard	MOBILHEAT (No. 2 Fuel) xT.W.	S.V. No. 4 Fuel T.W.	S.V. No. 6 Fuel T.W.
New York City:																
Math.	5.5	....	....	....	....	14.2	....	....	x12.5	....	12.0	....	....	11.2	8.77	5.86
Bronx	5.5	....	....	....	....	14.2	....	x9.8	x12.7	....	12.0	....	8.5	11.4	8.77	5.86
Kings	5.5	....	....	....	....	14.2	x9.3	x9.6	x12.5	8.6	12.0	8.2	8.4	11.1	8.77	5.86
Queens	5.5	....	....	....	....	14.2	....	....	x12.5	....	12.0	....	....	11.1	8.77	5.86
Richmond	5.5	....	....	....	....	14.2	x9.2	x9.7	x12.8	....	12.0	8.1	8.3	11.2	8.77	5.86
Albany, N. Y.	5.5	21.5	22.5	25.0	13.2	14.2	x9.4	x9.6	x12.7	8.7	11.8	8.4	8.5	11.1	7.89	6.22
Binghamton	5.5	....	....	....	14.2	15.3	10.6	10.8	13.7	9.8	12.6	9.3	9.5	12.1	....	....
Buffalo	5.5	21.0	22.0	24.2	14.0	15.0	11.0	11.2	14.3	10.2	13.3	9.7	9.9	12.8	....	9.27
Jamestown	5.5	....	....	....	14.2	15.3	11.0	11.2	14.5	....	13.0	9.8	10.1	12.5	....	....
Mt. Vernon	5.5	....	....	....	....	14.5	....	x10.2	x13.1	....	12.3	....	8.6	11.6	8.07	....
Plattsburg	5.5	....	....	....	....	15.6	x10.6	x10.6	....	....	....	9.5	9.7	12.3	....	....
Rochester	5.5	20.9	21.9	23.9	13.9	15.0	10.7	10.9	14.0	....	12.8	9.4	9.6	12.0	....	....
Syracuse	5.5	....	....	25.1	13.9	14.9	10.2	10.5	13.6	9.6	12.5	9.1	9.3	12.0	....	....
Bridgeport, Conn.	5.5	....	....	....	....	14.3	x9.3	x9.3	....	....	....	8.2	8.2	11.2	....	....
Danbury	5.5	....	....	....	....	14.8	....	x10.8	....	....	....	....	9.9	12.4	....	....
Hartford	5.5	....	....	....	13.3	14.6	x9.7	x9.7	....	9.1	12.0	8.6	8.8	11.5	....	....
New Haven	5.5	20.5	....	....	13.0	14.3	x9.3	x9.3	....	8.7	12.0	8.2	8.2	11.2	....	....
Bangor, Me.	7.5	24.8	....	....	18.0	15.7	x10.1	....	x14.1	9.4	12.5	9.0	....	12.1	....	....
Portland	7.5	22.4	23.6	....	13.3	14.5	x9.4	....	x13.4	8.7	11.8	8.3	....	11.4	....	....
Boston, Mass.	4.5	19.0	20.0	22.0	13.2	14.4	x9.3	....	x13.4	8.6	11.8	8.2	....	11.4	....	....
Concord, N. H.	5.5	....	....	....	....	15.5	....	....	....	....	12.4	....	....	12.0	....	....
Lancaster	5.5	....	....	....	....	16.9	....	....	x15.6	....	13.8	....	....	13.4	....	....
Manchester	5.5	....	....	....	....	15.2	....	....	x14.3	....	12.5	....	....	12.1	....	....
Portsmouth	5.5	21.2	22.2	....	13.9	14.8	x9.8	....	....	9.1	11.9	8.7	....	11.5	....	....
Providence, R. I.	5.5	19.8	20.8	22.8	13.2	14.4	x9.2	x9.6	x13.2	8.6	11.8	8.2	8.6	11.4	....	....
Burlington, Vt.	6.5	....	....	....	14.1	15.1	x10.7	x10.7	....	9.7	12.3	9.2	9.2	11.8	....	....
Rutland	6.5	....	....	....	....	15.7	....	x10.9	....	....	13.2	....	10.0	12.7	....	....

Tank Wagon Prices	Buffalo	N. Y. City	Rochester	Syracuse	Boston	Hartford	Providence
Mineral Spirits	17.0	15.5	18.5	19.5	16.5	17.5	17.6
V.M.&P. Naphtha	19.0	17.0	20.0	26.0	18.0	19.0	19.0

Taxes: N.Y.C. prices do not include 2% city sales tax applicable to price of gasoline (ex tax).

Discounts:

Mobil Kerosine—Mt. Vernon T.W. less 0.5c for deliveries of 300 gals. or more.

Mobilfuel Diesel—All points, 0.5c for t.w. deliveries of 800 gals. or more.

Mobilheat—Mt. Vernon t.w. less 0.5c for deliveries of 300 gals. or more.

Notes:

Gasoline t.w. prices are to Consumers and Dealers.

Syracuse V.M.&P. price is in steel barrels. Jamestown t.c. prices are delivered prices; all other t.c. prices are FOB bulk terminals.

Effective date: x May 24.

OHIO STANDARD

	Gasoline Taxes	Aviation Gasoline-Cons. T.W. Sohio Avia. 62 Clear	Aviation Gasoline-Cons. T.W. Esso Avia. 80 Clear	Aviation Gasoline-Cons. T.W. Esso Avia. 91	Aviation Gasoline-Cons. T.W. Esso Avia. 100	Sohio X-Tane Gasoline (Regular-Grade) xCon-sumer T.W.	Sohio X-Tane Gasoline (Regular-Grade) xRe-tail-ers	Sohio X-Tane Gasoline (Regular-Grade) xS.S.	Naphthas & Solvents—Cons. T.W. S.B. Sol-vent	Naphthas & Solvents—Cons. T.W. D.C. Naph-tha	Naphthas & Solvents—Cons. T.W. V.M.&P. Naph-tha	Naphthas & Solvents—Cons. T.W. Varno-lene	Naphthas & Solvents—Cons. T.W. Sohio Sol-vent	Kerosine T.W.	No. 1 Sohio-Heat	No. 2 Sohio-Heat
Akron	5.5	20.0	22.0	23.0	26.0	17.7	14.2	18.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Canton	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Cincinnati	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Cleveland	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Columbus	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Dayton	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Lima	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Mansfield	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Marion	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Portsmouth	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Toledo	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.30
Youngstown	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70
Zanesville	5.5	20.0	22.0	23.0	26.0	18.5	15.0	19.0	19.0	20.5	20.5	19.5	19.5	13.5	13.5	12.70

Taxes: Hangar operators can purchase aviation gasoline less 4c per gal. State Road Tax by supporting purchase with State Tax Exemption Form A-10 to supplier.

Discounts: Esso Aviation—on contract to hangar operators and resellers, 2¢ off consumer t.w.

Fuel Oils—Prices shown are for t.w. & drum deliveries of 50 gals. or more; prices for deliveries of less than 50 gals. are 0.5c higher.

Naphthas—To contract consumers off t.w. prices (except Lucas County): 300 to 999 gals., 0.5c; 1000 to 2499 gals., 0.75c; 2500 to 4999 gals., 1c; 5000 or more gals., 1.5c. Lucas County: less than 50 gals., tank wagon price; 50 to 249 gals., 0.5c; 250 to 499 gals., 1c; 500 gals. or over 1.5c.

Notes: Renown (third-grade) gasoline prices are same as X-Tane unless otherwise noted. S.S. prices are at company-operated stations.

Effective date: x May 26.

INDIANA STANDARD

Tank wagon prices listed below were obtained by NPN correspondents who visited Standard of Indiana bulk plants where the company's prices are publicly posted.

	Red Crown (Reg. Grade) Red Cr'n. Cons. T.W.	Red Crown (Reg. Grade) Red Cr'n. Dlr. T.W.	Gasoline Taxes	Kerosine T.W.	Stanolex Furnace Oil 1-99 gals.	Stanolex Furnace Oil 100 gals. & over
Chicago, Ill.	16.0	14.0	4.5	15.3	....	....
South Bend, Ind.	17.0	15.5	5.5	15.8	14.3	13.3
Detroit, Mich.	16.9	15.4	4.5	14.7	13.8	12.8
St. Paul, Minn.	17.5	14.5	6.5	15.6	13.7	12.7
Des Moines, Ia.	16.9	15.4	5.5	14.8	13.2	12.2
St. Louis, Mo.	15.7	14.2	4.5	14.6	12.5	11.0
Wichita, Kans.	14.4	13.3	6.5	13.0	11.2	10.2
Omaha, Nebr.	17.0	15.5	7.5	14.7	13.1	12.1
Fargo, N. D.	18.3	16.8	5.5	16.3	14.6	13.6
Huron, S. D.	18.2	16.7	5.5	16.2	14.5	13.5
Milwaukee, Wisc.	16.2	14.7	5.5	15.5	14.0	13.0

Fuel Oils—T.W.—Chicago, Ill.

	Standard Heater Oil	Stanolex Furnace Oil		Stanolex Fuel A	Stanolex Fuel C
1-99 gals.	14.8	13.8	1-749 gals.	9.6	8.45
100-149 gals.	13.8	....	750 gals. & over	8.85	7.7
150 gals. & over	13.3	....			
150-399 gals.	....	12.8			
400 gals. & over	....	12.3			

Taxes:

St. Louis, Mo. gasoline tax includes 1c city tax. Des Moines, Ia. kerosine and furnace oil prices do not include 4c state tax. State sales, occupation, consumer & use taxes to be added where applicable.

Kentucky Standard

	Crown Net Dealer	Gaso-line Taxes	Kero-sine T.W.
Covington, Ky.	13.5	8.5	14.8
Lexington	16.2	8.5	14.5
Louisville	14.9	8.5	13.8
Paducah	14.9	8.5	13.5
Jackson, Miss.	15.4	7.5	13.7
Vicksburg	14.9	7.5	13.2
Birmingham, Ala.	15.4	8.5	14.0
Mobile	14.7	9.5	13.5
Montgomery	15.5	9.5	14.1
Atlanta, Ga.	15.6	8.5	13.7
Augusta	16.1	8.5	14.4
Macon	15.6	8.5	13.8
Savannah	14.9	8.5	13.5
Jacksonville, Fla.	14.9	8.5	13.5
Miami	14.9	8.5	13.5
Pensacola	14.7	9.5	13.4
Tampa	14.7	8.5	13.5

Taxes:

Gasoline tax column includes these city & county taxes. Mobile, 2c city; Birmingham, 1c county; Montgomery, 1c city & 1c county; Pensacola, 1c city. Other taxes not included in prices: Georgia, kerosine, 1c; Montgomery, kerosine 1c; Mississippi, kerosine 0.5c.

Discounts:

Crown gasoline—Tampa, 2.5c per gal. for t.w. deliveries.

Notes:

Consumer t.w. prices are same as net dealer prices.

Mid-Continent, Texas, New Mexico, Louisiana, Arkansas, Rocky Mountain and Other Fields

SCHEDULE	A	B	C	D	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
Gravity																			
Below 12	....	....	....	....	....	....	....	....	....	1.81	....	....	....	....	....	....	....	....	....
12-12.9	....	....	....	....	....	....	....	....	....	1.85	....	....	....	....	....	....	....	....	....
13-13.9	....	....	....	....	....	....	....	....	....	1.69	....	....	....	....	....	....	....	....	....
14-14.9	....	....	....	....	....	....	....	....	....	1.73	....	....	....	....	....	....	....	....	....
15-15.9	....	....	....	....	....	....	....	....	....	1.77	....	....	....	....	....	....	....	....	1.28
16-16.9	....	....	....	....	....	....	....	....	....	1.81	....	....	....	....	....	....	....	....	1.34
17-17.9	....	....	....	....	....	....	....	....	....	1.85	....	....	....	....	....	....	....	....	1.40
18-18.9	....	....	....	....	....	....	....	....	....	1.89	....	....	....	....	....	....	....	....	1.46
19-19.9	....	....	....	....	....	....	....	....	....	1.93	....	....	....	....	....	....	....	....	1.52
Below 20	2.23	2.25	2.10	2.16	2.46	2.38	2.48	2.43	2.53	1.95	2.14	2.19	2.21	2.28	2.33	1.81	....	2.06	....
20-20.9	2.25	2.27	2.12	2.18	2.48	2.40	2.50	2.45	2.55	1.97	2.16	2.21	2.23	2.30	2.35	1.83	....	2.07	1.58
Below 21	2.25	....	2.12	2.18	2.48	2.40	2.50	....	....	....	2.16	2.21	2.23	2.30	2.35	....	....	....	....
21-21.9	2.27	2.29	2.14	2.20	2.50	2.42	2.52	2.47	2.57	1.99	2.18	2.23	2.25	2.32	2.37	1.85	....	2.09	1.64
22-22.9	2.29	2.31	2.16	2.22	2.52	2.44	2.54	2.49	2.59	2.01	2.20	2.25	2.27	2.34	2.39	1.87	....	2.11	1.70
23-23.9	2.31	2.33	2.18	2.24	2.54	2.46	2.56	2.51	2.61	2.03	2.22	2.27	2.29	2.36	2.41	1.89	....	2.13	1.76
Below 24	....	....	....	....	2.54	2.46	....	2.51	2.61	....	2.22	2.27	2.29	2.36	2.41	....	....	....	....
24-24.9	2.33	2.35	2.20	2.26	2.56	2.48	2.58	2.53	2.63	2.05	2.24	3.29	2.31	2.38	2.43	1.91	....	2.15	1.83
Below 25	2.33	2.35	....	2.26	....	....	....	....	....	....	....	....	....	....	....	....	....	....	1.82
25-25.9	2.35	2.37	2.22	2.28	2.58	2.50	2.60	2.55	2.65	2.07	2.26	2.31	2.33	2.40	2.45	1.93	....	2.17	1.88
26-26.9	2.37	2.39	2.24	2.30	2.60	2.52	2.62	2.57	2.67	2.09	2.28	2.33	2.35	2.42	2.47	1.95	....	2.19	1.94
27-27.9	2.39	2.41	2.26	2.32	2.62	2.54	2.64	2.59	2.69	2.11	2.30	2.35	2.37	2.44	2.49	1.97	....	2.21	1.99
28-28.9	2.41	2.43	2.28	2.34	2.64	2.56	2.66	2.61	2.71	2.13	2.32	2.37	2.39	2.46	2.51	1.99	....	2.23	2.04
Below 29	2.41	....	2.28	....	2.64	....	....	....	....	....	....	....	....	....	....	....	2.50	....	....
29-29.9	2.43	2.45	2.30	2.36	2.66	2.58	2.68	2.63	2.73	2.15	2.34	2.39	2.41	2.48	2.53	2.01	2.50	2.25	2.09
29 & Above	....	....	....	....	2.66	....	....	2.63	....	2.15	....	....	....	....	....	....	....	....	....
30-30.9	2.45	2.47	2.32	2.38	2.68	2.60	2.70	2.65	2.75	2.17	2.36	2.41	2.43	2.50	2.55	....	2.525	2.27	2.14
30 & Above	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....	2.03	....	....	....
31-31.9	2.47	2.49	2.34	2.40	2.70	2.62	2.72	2.67	2.77	2.19	2.38	2.43	2.45	2.52	2.57	....	2.55	2.29	2.19
32-32.9	2.49	2.51	2.36	2.42	2.72	2.64	2.74	2.69	2.79	....	2.40	2.45	2.47	2.54	2.59	....	2.575	2.31	2.23
32 & Above	....	....	....	....	....	....	....	....	....	2.21	....	....	....	....	....	....	....	....	....
33-33.9	2.51	2.53	2.38	2.44	2.74	2.66	2.76	2.71	2.81	....	2.42	2.47	2.49	2.56	2.61	....	2.60	2.33	2.27
34-34.9	2.53	2.55	2.40	2.46	2.76	2.68	2.78	2.73	2.83	....	2.44	2.49	2.51	2.58	2.63	....	2.625	2.35	2.31
34 & Above	....	....	....	....	2.76	....	2.78	....	....	....	....	....	....	....	....	....	....	....	....
35-35.9	2.55	2.57	2.42	2.48	2.78	2.70	2.80	2.75	2.85	....	2.46	2.51	2.53	2.60	2.65	....	2.65	2.37	2.35
36-36.9	2.57	2.59	2.44	2.50	2.80	2.72	2.82	2.77	2.87	....	2.48	2.53	2.55	2.62	2.67	....	2.675	2.39	2.39
37-37.9	2.59	2.61	2.46	2.52	2.82	2.74	2.84	2.79	2.89	....	2.50	2.55	2.57	2.64	2.69	....	2.70	2.41	2.41
38-38.9	2.61	2.63	2.48	2.54	2.84	2.76	2.86	2.81	2.91	....	2.52	2.57	2.59	2.66	2.71	....	2.725	2.43	2.43
39-39.9	2.63	2.65	2.50	2.56	2.86	2.78	2.88	2.83	2.93	....	2.54	2.59	2.61	2.68	2.73	....	2.75	2.45	2.45
40 & Above	2.65	2.67	2.52	2.58	2.88	2.80	2.90	2.85	2.95	....	2.56	2.61	2.63	2.70	2.75	....	2.775	2.47	2.47

PRICES EFFECTIVE AS OF 7 A.M., DEC. 6, 1947. EXCEPTIONS: SUN OIL CO. PRICES EFFECTIVE NOV. 28, 1947; PHILLIPS PETROLEUM CO. AND SINCLAIR PRICES EFFECTIVE DEC. 17, 1948, OTHER EXCEPTIONS AS NOTED.

Prices are shown by general areas. Details of fields where each company buys & exceptions to schedules as shown above will be furnished on request to NPN.

OKLAHOMA

Schedule A: Carter, Continental, Gulf, Magnolia, Phillips, Shell, Sinclair, Texas Co.; Pure for all fields except Keyes.
Schedule D: Pure (12-12-49) for Keyes Field.

KANSAS

Schedule A: Carter, Continental, Gulf, Phillips, Pure, Shell, Sinclair, Texas Co.

TEXAS

North-North Central

Schedule A: Continental, Gulf, Magnolia, Sinclair, Stanolind, Texas Co.

East Central

Schedule B: Humble, Sinclair.

West Central

Schedule A: Humble.

Panhandle

Schedule A: Gulf, Humble, Magnolia, Phillips, Texas Co.

East Texas

$2.65 Flat Price: Atlantic, Gulf, Humble, Magnolia, Phillips, Shell, Sinclair, Stanolind, Texas Co.

West Texas (Sour)

Schedule C: Atlantic, Gulf, Humble, Magnolia, Phillips, Shell, Sinclair, Stanolind, Texas Co.

West Texas (Sweet)

Schedule A: Atlantic, Gulf, Humble, Magnolia, Shell, Sinclair, Texas Co.

West Texas
(Fullerton & Others)

Schedule D: Atlantic, Gulf, Humble, Magnolia, Pan American, 3-15-50, Phillips, Shell, Sinclair, Stanolind, Texas Co.

Gulf Coast
(Low Cold Test)

Schedule F (24-30 gravity): Humble 7-8-49, Stanolind O.G. & Texas Co. 7-12-49, Sun 7-13-49, Continental, Sinclair & Stanolind O.P. 7-14-49.

Gulf Coast
(Hastings & Others)

Schedule F (20-40 gravity): Atlantic, Gulf 7-11-49, Humble, Pan American, Republic, Sinclair, Sun, Stanolind O.G., Texas Co.

Gulf Coast
(Anahuac & Others)

Schedule G: Gulf, Humble, Magnolia, Pan American, Sinclair, Sun, Texas Co.

Gulf Coast
(Refugio & Others)

Schedule H: Atlantic, Humble, Republic, Sinclair, Phillips, 3-1-49.

Gulf Coast
(Mirando Heavy & Others)

Schedule I (24-29 gravity): Humble 7-8-49, Magnolia 7-11-49, Sinclair 7-14-49, Texas Co. 7-12-49.

Gulf Coast
(Heyser & Others)

Schedule I (20-40 gravity): Continental, Humble, Magnolia, Pan American, Republic; Sun 7-13-49.

Gulf Coast
(Kelsey & Others)

Schedule J: Humble, Sun.

Texas Miscellaneous

Agua Dulce (Republic)	$2.80
Alief (Pure)	2.80
Aransas (Atlantic)—2c above	Schedule P
Bazette (Humble)	2.65
Benavides & E. (Republic)	2.75
Benedum (Shell, 9-9-48)	2.65
Boynton (Humble)	2.48
Cayuga crude (Pan Am, 1-1-50)	Schedule K
Cayuga cond. (Pan Am, 3-1-48)	2.65
Chapel Hill, Below 50 (Gulf, Sinclair)	2.58
Chapel Hill, 50 & Above (Gulf, Sinclair)	2.65
Charlotte (Humble)	Schedule B
Clark (Humble)	2.54
Clay Creek (Sun)	2.40
Cleveland & N. (Shell, 1-1-49)	2.82
Conroe (Humble, Sun, Texaco)	2.83
Darst Creek (Humble, Magnolia, Texaco)	2.54
Empetor (Pure, 12-11-48)—10c below	Schedule S
Flag Lake (Humble)	2.65
Gist, below 35 (Atlantic, 8-23-49)	2.40
Hawkins (Humble, 4-25-49)	Schedule K
Hilbig (Humble)	2.54
Hobson (Magnolia)	2.65
Hynaw (Magnolia)	2.65
Imogene (Humble)	Schedule B
Jourdanton (Humble)	Schedule B
Lentz (Humble)	2.54
Livingston (Shell, 5-1-48)	2.83
Longhorn & E. (Republic)	2.75
Long Lake (Sinclair)	2.65
Luling (Magnolia)	2.65
Lytton Springs (Magnolia)	2.57
Manford (Humble)	2.54
Manziel (Pan Am, 1-1-50)	Schedule K
Mariposa (Humble)	Schedule B
Merigale-Paul (Pan Am, 1-1-50)	Schedule K
Midway, 35 & ab. segregated (Republic)	2.80
McCoy (Shell, 5-1-48)	2.83
Mercy (Shell, 5-1-48)	2.83
Mt. Sylvan (Humble)	2.48
New Hope (Gulf)	Schedule A
North Vidor (Magnolia)	2.80
Opelika (Magnolia)	2.65
Palagana Dome (Republic)	2.75
Pearsall (Humble) 1c below	Schedule N
Pickton (Gulf)	Schedule A
Pita (Humble)	Schedule B
Pittsburg (Gulf)	Schedule A
Plymouth, high grav. low oct. (Republic)	2.65
Quitman, Eagle Ford & Sub-Clarksville Sands (Pan Am, 1-1-50)	Schedule K
Quitman, Paluxy (Pan Am, 4-27-49)	2.62
Rooke (Republic)	2.65
Salt Flat (Humble)	2.54
San Augustine (Magnolia)	2.75
Sand Flat (Humble, Pure, 4-25-49)	Schedule K
Satsuma (Stanolind O.P., 4-1-50)	2.75
Schwab (Shell, 5-1-48)	2.83
Segno (Gulf, 6-1-48)	Schedule F
Shepherd (Shell, 5-1-48)	2.83
Southland (Republic)	2.75
Sweden (Republic)	2.75
Talco (Humble, Magnolia, 4-25-49)	Schedule K
Taylor Link (Shell)	2.35
Tenney Creek (Humble)	2.54
Tomball (Humble, Magnolia, Stanolind)	2.82
Tri-Cities (Magnolia)	2.65
Van (Humble, Pure)	2.48
Willamar (Pan American)	2.50
Winnsboro (Gulf)	Schedule A
Yates (Gulf, Humble, Shell)	2.35
Zoborski (Humble)	2.54

New Mexico (Sour)

Schedule C: Atlantic, Continental, Humble, Magnolia, Phillips, Shell, Sinclair, Stanolind, Texas Co.

New Mexico
(Fullerton & Others)

Schedule D: Humble, Magnolia, Phillips, Shell, Sinclair, Texas Co.

PENNSYLVANIA GRADE
(May 1, 1950)

Allegany, N. Y. (Seep. Tide Water)	$3.65
Bradford, Pa. (Seep. Tide Water, Valvoline)	3.65
Buckeye, O. (Seep. Valvoline)	3.16
Ellwood, W. Va. (Pure, Seep. Valvoline)	3.16
Lower Penna. District (Pennzoil)	3.65
Middle Penna. District (Valvoline)	3.65
Southwest Penna. (Seep. Valvoline)	3.22
Tiona Sheffield, Pa. (Seep)	3.65
Zanesville, O. (Ashland, Valvoline)	3.16

MICHIGAN

(Only the lowest and highest postings in price schedule of each company are shown below; complete schedules may be obtained on request to NPN)

Bay—7-16-49:	
Adams & Deep River	$2.47
Saginaw & Wise	2.67
Leonard—7-16-49:	
Clare City	2.44
Fork & other fields	2.80
Pure:	
Adams & Deep River (7-21-49)	2.47
Coldwater & other fields (7-1-49)	2.80
Simrall—6-24-49:	
Montmorency	2.31
Barryton-Sun Denslow	2.94
Sohio—6-30-49:	
Cato	2.61
Coldwater & Isabella	2.80

ILLINOIS-INDIANA-KENTUCKY-OHIO

Bowling Green, Ky. (Owensboro-Ashland, 7-1-49)	$2.42
Butler Co., Ky. (Owensboro-Ashland, 7-1-49)	2.55
Cleveland, O. & Others (H. O. Ohio)	3.10
Clinton Co., Ky. (Ashland O. & T.)	2.60
Corning, O. (Seep. 5-6-49)	2.70
Eastern Illinois (Ohio Oil) 1c below	Schedule F
Hitesville, Ky. & Others (Carter)	2.71
Illinois Basin (Ashland O. & R., Gulf, Magnolia, Ohio Oil, Shell, Sohio, Texaco)	2.77
Indiana Basin (Ashland O. & R., Sohio)	2.77
Lima, O. (S. O. Ohio)	2.90
Loudon, Ill. (Carter)	2.77
Mattoon, Ill. (Carter)	2.77
Plymouth, Ill. (Ohio Oil, 7-1-49)	2.44
Ragland Grade, Ky. (Ashland O. & T.)	2.42
Somerset Grade, Ky. (Ashland O. & T.)	2.83
Southern Illinois (Mohawk)	2.77
Western Kentucky (Sohio)	2.77

LOUISIANA-ARKANSAS

Arkansas Sour
(Schuler, Jones Sand)

Schedule L: Phillips, Esso Standard.

Prices in $ per bbl. of 42 U. S. gals. at the well.

Arkansas Sour
(Magnolia-Limestone & Others)

Schedule M: Arkansas Fuel, Esso Standard.

N. Louisiana-Arkansas Sweet
(Homer & Others)

Schedule N: Arkansas Fuel, Gulf, Esso Standard.

N. Louisiana-Arkansas Sweet
(Caddo & Others)

Schedule A: Arkansas Fuel, Gulf, Magnolia, Esso Standard, Stanolind.

Northeast Louisiana
(Delhi & Others)

Schedule A: Esso Standard, Stanolind, Sun.

Central Louisiana
(Holly Ridge & Others)

Schedule O: Esso Standard, Stanolind.

Central Louisiana
(Olla & Others)

Schedule F: Arkansas Fuel, Esso Standard.

Coastal Louisiana
(Golden Meadow & Others)

Schedule F: Continental, Gulf, Magnolia, Pan American, Pure, Shell, Esso Standard, Stanolind, Texas Co.

Coastal Louisiana
(Hackberry & Others)

Schedule F: Gulf 2-4-50, Stanolind 2-1-50, Sun 2-3-50.

Coastal Louisiana
(Low Cold Test)

Schedule F (24-39 Gravity): Pan American 7-13-49, Shell 7-23-49, Sun 7-13-49, Texas Co., 7-12-49.

South Louisiana
(Westwego & Others)

Schedule O: Esso Standard, Stanolind.

LOUISIANA-ARKANSAS MISCELLANEOUS

Arkansas Sour Dist. (Limestone):	
Big Creek, Calhoun, Columbia, Dorchest-Macedonia & McKamie (Esso Standard)	$2.80
Arkansas Sweet Dist. (Sandstone):	
Dorchest-Macedonia (Esso Standard)	$2.85
Bateman Lake, La. cond. (Texaco, 2-1-48)	2.90
Bayou Pigeon, La. (Republic)	2.65
Bear, La. (Continental)	2.75
Bivens, La. (Atlantic 5-1-50)	2.75
Cotton Valley, La. Crude (Esso Standard)	2.70
Cotton Valley, La. Dist. (Esso Standard)	2.55
Creole (Pure)	2.61
Georgetown, La. (Ark. Fuel 7-11-49)	2.69
Haynesville, La., Smackover Lime (Arkansas Fuel, Gulf)	2.70
Jennings, La. (Gulf, Stanolind)	Schedule O
Lisbon, La. Crude (Gulf)	Schedule N
Lisbon La. Dist. (Esso Standard)	2.85
Neal, La. (Atlantic 5-1-50)	2.75
Smackover, Ark. (Ark. Fuel 4-30-49; Gulf, Phillips 4-27-49)	2.08
Sweet Lake, La. (Pure)	2.51
Tullos, La. (Ark. Fuel 7-11-49)	2.69
Urania, La. (Ark. Fuel 7-11-49)	2.69
Ville Platte, La. (Continental)	2.75
W. Mermenteau, La. (Continental)	2.75

MISSISSIPPI

Baxterville anode (Gulf 5-1-50)	$1.15
Baxterville dist. (Gulf)	2.60
Carthage Pt. dist., 45 & abv. (Pure)	2.85
Carthage Pt. Sweet dist. (Esso Standard)	2.85
Eucutta & Others (Esso Standard 4-27-49)	Schedule Q
Fayette & Others (Esso Standard)	Schedule O
Fayette Sweet dist. (Esso Standard)	2.85
Gwinville Sweet dist. (Esso Standard)	2.85
Pickens (Carter, Sohio)	Schedule D
Tinsley (Sohio, 2-1-50) 1c above	Schedule S

COLORADO

Canon City (Continental)	$2.45
Florence (Continental)	2.45
Ft. Collins (Continental) 5c below	Schedule A
Iles (Stanolind, Texaco)	Schedule A
Moffat (Texaco)	Schedule A
Rangely (Phillips 3-1-49)	Schedule A
Tow Creek (Texaco)	Schedule A
Walden (Continental)	Schedule A
Wellington (Continental) 5c below	Schedule A

MONTANA

Brady (Phillips)	$2.70
Cat Creek (Continental 5-1-50)	2.65
Cut Bank (Carter; Phillips)	2.70
Cut Bank (Texaco)	Schedule R
Darling (Carter)	2.50
Dry Creek (Ohio Oil)	Schedule A
Elk Basin Light & Others (Ohio Oil, Stanolind)	Schedule A
Elk Basin Heavy & Others (Carter 5-14-49; Ohio Oil, Stanolind 5-16-49)	Schedule T
Kevin-Sunburst (Texaco, Phillips)	Schedule R
Pondera (Phillips)	Schedule R

WYOMING

Beaver Creek & Others (Phillips 3-1-49)	Schedule S
Big Sand Draw Condensate (Sinclair, 6-1-49)	2.65
Byron (Ohio Oil, 12-20-49; Stanolind, 1-12-50)	1.50
Elk Basin Light & Others (Carter, Continental, Ohio Oil, Sinclair, Stanolind, Texaco)	Schedule A
Elk Basin Heavy & Others (Carter 5-14-49; Ohio Oil, Stanolind 5-16-49)	Schedule T
E. Mahoney Dome (Sinclair) 2c below	Schedule C
Garland (Ohio Oil, 12-20-49; Stanolind, 1-12-50)	1.50
Medicine Bow (Ohio Oil)	2.875
Mule Creek (Carter)	2.41
Mush Creek (Phillips 3-1-49)	Schedule A
Oregon Basin (Ohio Oil, 12-20-49; Stanolind, 1-12-50; Texaco, 1-13-50)	1.40
Sheldon Dome (Phillips 3-1-49)	Schedule A
Skull Creek (Phillips 3-1-49)	Schedule A
Wertz & Others (Sinclair)	Schedule C

Canadian Fields

Bickwell (Imperial, 4-20-50)	3.50
Glencoe (Imperial, 4-20-50)	3.50
Golden Spike (Imperial, 9-24-49)	3.18
Leduc-Calmar (Imperial, 9-24-49)	3.20
Oil Springs (Imperial, 9-24-49)	3.52
Petrolia (Imperial, 9-24-49)	3.70
Redwater (Imperial, 9-24-49)	2.88
Woodbend (Imperial, 9-24-49)	3.20
Turner Valley Crude (Imperial, 9-24-49): Prices, FOB producer's tankage, begin with 33-33.9 at $3.44, 2c differential to 64 & over at $4.06.	
Turner Valley Absorption Gasoline (Royalite):	
Propane (12-1-48)	$0.40
Butane (1-1-50)	2.25
Pentanes & Heavier (9-24-49)	5.48

CALIFORNIA

S. O. California prices effective Sept. 2, 1949. All gravities above those quoted take highest price offered for the field specified.

SCHEDULE Gravity	1	2	3	4	5	6	7	8
12-12.9	$0.98	....	....	$0.95	$0.91	$1.04	....	....
13-13.9	1.02	....	....	1.01	0.98	1.11	....	....
14-14.9	1.07	....	$1.07	1.07	1.04	1.18	$1.03	$1.21
15-15.9	1.15	....	1.17	1.13	1.10	1.24	1.12	1.32
16-16.9	1.31	....	1.28	1.18	....	1.30	1.20	1.42
17-17.9	1.45	....	1.39	1.23	....	1.35	1.29	1.53
18-18.9	1.56	....	1.49	1.29	....	1.40	1.37	1.60
19-19.9	....	....	1.60	....	....	1.45	1.46	1.69
20-20.9	....	$1.75	1.70	....	....	....	1.54	1.79
21-21.9	....	1.85	1.81	....	....	....	1.63	1.88
22-22.9	....	1.96	1.91	....	....	....	1.72	1.98
23-23.9	....	2.06	....	....	....	....	1.80	2.08
24-24.9	....	2.17	....	....	....	....	1.89	....
25-25.9	....	....	....	....	....	....	1.97	....
26-26.9	....	....	....	....	....	....	....	....
27-27.9	....	....	....	....	....	....	....	....
28-28.9	....	....	....	....	....	....	....	....

SCHEDULE Gravity	9	10	11	12	13	14	15	16	17
24-24.9	....	....	....	....	....	....	....	....	....
25-25.9	....	....	....	....	....	....	$2.05	....	....
26-26.9	....	....	....	....	....	....	2.15	....	....
27-27.9	$2.36	$2.43	$2.20	....	....	....	2.22	....	....
28-28.9	2.42	2.47	2.25	....	$2.17	....	2.29	$2.37	....
29-29.9	2.48	2.51	2.31	....	2.23	....	2.36	2.42	....
30-30.9	2.54	2.55	2.36	....	2.29	....	2.42	2.46	....
31-31.9	2.59	2.60	2.41	$2.47	2.35	FOB	2.49	2.51	....
32-32.9	2.64	2.64	2.47	2.52	....	Ship	2.55	2.56	$2.33
33-33.9	2.70	2.69	2.52	2.57	....	$2.66	2.61	2.60	2.57
34-34.9	2.75	2.73	2.57	2.62	....	2.71	2.67	2.65	2.62
35-35.9	....	....	2.61	2.67	....	2.75	....	2.70	2.67
36-36.9	....	....	2.66	2.72	....	2.80	....	2.74	2.71
37-37.9	....	....	2.70	2.77	....	....	....	2.79	2.76
38-38.9	....	....	2.75	2.82	....	....	....	2.83	2.80
39-39.9	....	....	2.79	2.87	....	....	....	2.88	....
40-40.9	....	....	2.84	2.92	....	....	....	2.92	....

SCHEDULE Gravity	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37
12-12.9	....	....	....	....	....	....	....	....	....	....	....	....	....	$1.07	$1.06	$1.10	....	....	$1.04	....
13-13.9	....	....	....	....	....	....	....	....	....	....	....	....	....	1.09	1.10	1.14	....	....	1.07	....
14-14.9	....	$1.28	$1.04	....	$1.26	$1.28	$1.13	$1.22	$1.16	$1.25	$1.27	....	....	1.13	1.17	1.20	....	....	1.12	....
15-15.9	....	1.37	1.14	....	1.35	1.37	1.24	1.30	1.26	1.35	1.37	....	....	1.23	1.29	1.31	....	....	1.24	....
16-16.9	....	1.46	1.24	....	1.44	1.47	1.36	1.39	1.36	1.45	1.47	....	....	1.34	1.41	1.43	....	....	1.36	....
17-17.9	....	1.55	1.34	....	1.53	1.56	1.47	1.47	1.46	1.55	1.57	....	....	1.44	1.52	1.52	....	....	1.48	$1.53
18-18.9	$1.53	1.64	1.44	....	1.62	1.64	1.57	1.56	1.56	1.63	1.68	....	....	1.55	1.60	1.59	....	....	1.56	1.64
19-19.9	1.63	1.74	1.54	....	1.71	1.73	1.68	1.64	1.66	1.73	1.78	....	$1.45	1.65	1.66	1.67	....	....	1.66	1.75
20-20.9	1.73	1.83	1.64	....	1.80	1.82	1.79	1.73	1.76	1.82	1.88	....	1.55	1.76	1.75	1.76	....	....	1.76	1.86
21-21.9	1.82	1.92	1.74	....	1.89	1.92	1.90	1.81	1.86	1.92	1.98	....	1.66	1.86	1.84	1.86	....	....	1.87	1.98
22-22.9	1.92	2.02	1.84	$1.93	1.98	2.00	2.01	1.90	1.96	2.01	2.09	$1.96	1.77	1.97	1.94	1.95	....	....	1.98	2.09
23-23.9	2.02	2.11	1.95	2.02	2.07	2.10	2.12	1.98	2.06	2.11	2.19	2.04	1.87	2.07	2.04	2.05	....	....	2.09	2.20
24-24.9	2.12	2.20	2.05	2.11	2.17	2.19	2.23	2.07	2.16	2.20	2.29	2.13	1.98	2.18	2.13	2.15	$2.12	....	2.20	2.31
25-25.9	2.22	2.30	2.15	2.21	2.26	2.28	2.34	2.15	2.26	2.30	2.40	2.21	2.09	2.29	2.23	2.24	2.20	....	2.31	2.42
26-26.9	2.31	2.39	2.25	2.30	2.35	2.37	2.45	2.24	2.36	2.39	2.50	2.30	2.20	2.39	2.33	2.34	2.28	....	2.41	2.53
27-27.9	2.37	2.43	2.31	2.35	2.39	2.41	2.50	2.29	....	2.43	2.54	2.35	2.26	2.44	2.37	2.38	2.31	....	2.46	2.59
28-28.9	2.42	2.48	2.37	2.41	2.44	2.45	2.56	2.35	....	....	2.57	2.39	2.32	2.50	2.42	2.41	2.34	....	2.51	2.66
29-29.9	2.48	2.52	....	2.46	2.47	2.49	....	....	....	....	2.61	2.43	2.37	2.55	2.46	2.45	....	....	2.56	2.72
30-30.9	2.54	2.57	....	2.52	2.51	2.52	....	....	....	....	2.64	2.48	2.43	2.60	2.50	2.49	....	....	2.61	2.79
31-31.9	2.59	2.61	....	2.57	....	2.56	....	....	....	....	2.66	2.52	2.48	2.66	....	2.54	....	....	2.65	....
32-32.9	2.64	....	....	2.62	....	....	....	....	....	....	2.69	2.57	2.53	....	....	2.58	....	....	2.70	....
33-33.9	....	....	....	2.67	....	....	....	....	....	....	2.72	2.61	2.58	....	....	2.62	....	....	2.72	....
34-34.9	....	....	....	2.72	....	....	....	....	....	....	2.76	2.65	2.64	....	....	2.66	....	....	2.75	....
35-35.9	....	....	....	2.78	....	....	....	....	....	....	2.79	2.70	2.69	....	....	2.70	....	$2.62	2.77	....
36-36.9	....	....	....	....	....	....	....	....	....	....	2.84	....	....	....	....	2.74	....	2.67	2.80	....
37-37.9	....	....	....	....	....	....	....	....	....	....	2.88	....	....	....	....	2.78	....	2.72	2.83	....
38-38.9	....	....	....	....	....	....	....	....	....	....	2.92	....	....	....	....	2.81	....	2.77	2.86	....
39-39.9	....	....	....	....	....	....	....	....	....	....	2.96	....	....	....	....	2.85	....	2.82	2.90	....
40-40.9	....	....	....	....	....	....	....	....	....	....	2.99	....	....	....	....	2.89	....	2.87	2.94	....

	Schedule
Altos Canyon	37
Athens-Rosecrans	9
Brea-Olinda	24
Buena Vista Hills	31
Canfield Ranch	34
Coalinga	33
Coles Levee	11
Cymric	36
Del Valle	15
East Coyote (La Habra)	27
Edison	3
Elk Hills (Shallow)	31
Elk Hills (Stevens Zone)	11
El Segundo	20
Elwood Terrace	16
Gato Ridge	4
Greeley	11
Guijarral Hills	35
Huntington Beach	22
Inglewood	23
Kern Front McKittrick	1
Kern River	1
Kettleman Hills	12
Lakeview Area	31
Leffingwell	17
Lost Hills	32
McClung	13
Midway-Sunset	31
Montalvo West	16
Montebello	28
Mountain View	30
Mt. Poso	1
Newport-Anaheim Sugar Area	7
Newport-Other Than Anaheim Sugar Area	8
Pleasant Valley	33
Raisin City	33
Richfield	26
Round Mountain	1
Santa Fe Springs	10
Santa Maria Valley	6
Seal Beach	21
Signal Hill (Long Beach)	18
Torrance	25
Wasco	11
West Cat Canyon-Los Flores	5
West Coyote Hills	29
Wheeler Ridge	3
Whittier	37
Wilmington	19

CLASSIFIED

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Box number counts 2 words. Copy must reach us by Wednesday preceding date of issue.
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No agency commission or cash discounts on classified advertisements.

For Sale

FOR SALE: Model 39 Computer Curb Pumps, good condition — $125.00 up. **MARTIN OIL SERVICE, INC., P. O. Box 298, Blue Island, Ill.**

FOR SALE: 1—3800 gallon twin barrel tilter transport, single axle, five compartments, good condition, $1,000.00. **GRAY DISTRIBUTING CO., Muncie, Indiana.**

FOR SALE: Wholesale Gas and Oil Distributing business located in Burgin, Ky., in heart of the bluegrass. **COLEMAN OIL CO., Burgin, Ky.**

FOR SALE: 1—800 Gallon, 4 Compartment Garwood Streamline tank. Priced reasonable. **LEO C. BENNETT, 605 Madigan Ave., Morgantown, W. Va.—Telephone 6693.**

FOR SALE: 1946—1½ ton Dodge, 2-speed axle, 825 x 20 tires. Like new. 700 gal., 3 compartment, semi-skirted tank with 2 enclosed barrel cabinets—$975.00. 1946—2 ton Dodge, 800 gallon, 4 compartment, Streamlined, skirted Heil tank, enclosed package compartments, Pump, meter, manifold—$1795.00. 1947—2 ton Dodge, 1360 gallon tank, 5 compartments, pump, meter, manifold, etc.—$1975.00. **PENN ECONOMY OIL CO., INC., Bedford, Pennsylvania.**

For Sale

GASOLINE DISTRIBUTION in choice So. California City, gallonage 125,000 per month, unlimited possibilities, controlled and uncontrolled units also owned unit. $20,000 cash required. Confidential information given if interested. **BOX 379.**

Position Wanted

POSITION WANTED: Salesman or Sales Agent for state of Arizona. 17 years experience as salesman and sales manager.—Wholesale, Retail, Fuel Oil, Heating, Air Conditioning. **BOX 377.**

POSITION WANTED: Synthetic fats. Saponification number about 185; color 2; in six hours by catalytic oxidation of hydrocarbons. Uses in lubricants, heavy metal soaps, etc. Consultant would like contact in this field. **BOX 380**

Position Open

JOBBER WANTED. Ohio, West Virginia to sell a good competitive One Qt. and Two Gallon can of Motor Oil. **BOX 374.**

POSITION OPEN: Branch Industrial Oil Sales Manager. Must know industrial applications, manpower management. Write full details as to experience and salary expected. **BOX 376.**

Wanted to Buy

WANTED TO BUY OR LEASE: Jobber, Distributor or Commission Agency in Ohio, Michigan, or Indiana. **BOX 378.**

WANTED TO BUY: Jobber business handling major oil products in Minnesota or surrounding states. Minimum annual thruput of 600,000 gallons. **BOX 375.**

WANTED TO BUY

Refineries for Dismantling
at any location

No Job Too Big

WEINSTEIN CO. 810 W. 8th St.
Jamestown, N. Y. Phone 6-154

Business Opportunity

BUSINESS OPPORTUNITIES

Kansas Bulk Plant. Volume $75,000
Wyoming Service Station. Bargain
Kansas Bulk Plant and Service Station
Idaho Service Station and Garage
Kansas Filling Station. Bargain
Oklahoma Bulk Plant. Volume $30,000

KASHFINDER
Wichita Kansas

Stocks of Distillate Rise, Gasoline Dips

Gas oil and distillate fuel stocks made the greatest increase during the week ended May 20, although both kerosine and residual fuel oil inventories were also up over the previous week. Stocks of gasoline declined.

Production of crude and condensate averaged 5,117,250 b/d, a decrease of 900 b/d from the week ended May 13. API summary of refinery operations follows:

Refining Operations Summary
(U. S. totals—B. of M. Basis)

Production	Week Ended May 20	Week Ended May 13	Increase or Decrease
	(Thousands of bbls.)		
Crude runs—daily avg.	5,477	5,427	+ 50
Foreign crude incl.	485	479	+ 6
Percent operated	83.2	82.5	+ 0.7
Gasoline	19,600	18,284	+316
Kerosine	2,140	2,047	+ 93
Gas oil & dist. fuel	7,068	7,177	—109
Residual fuel oil	7,495	7,767	—272
Stocks			
Finished & unfinished gasoline	124,909	125,851	—1,182
Kerosine	14,648	13,916	+732
Gas oil & dist. fuel	38,452	36,159	+1,293
Residual fuel oil	99,330	99,255	+ 75

Detailed statistics appear on p. 56-61 of this issue.

Days' supply of gasoline for the week ended May 21 continued at the 1949 level. However, supply of other principal products lagged behind last year's stocks. Breakdown follows:

Days' Supply

Products	Week Ended 5-21-49	Week Ended 5-20-50
Finished & unfinished gasoline	44	44
Kerosine	115	70
Gas oil & distillate fuel	54	52
Residual fuel oil	51	51

These are NPN Calculations.

For 1950 week shown in table, U. S. total stocks figures (API) were translated into term of days' supply on basis of Bureau of Mines demand forecast for second quarter of 1950.

For 1949 week shown, year ago API stocks figures have been divided by b/d average of actual demand reported by Bureau of Mines for April, May and June 1949.

Export demand has been included in both sets of figures.

Gasoline consumption figures for March for nine more states show an increase of about 8% over March, 1949. API summary follows:

March Gasoline Consumption
(Thousands of gals.)

	1950	1949	% Change
Alabama	47,848	43,785	+ 8.8
Arizona	18,959	18,064	+ 5.0
Kansas	55,211	52,439	+ 5.3
Maine	15,302	14,220	+ 7.6
Maryland	42,560	38,245	+11.3
Michigan	144,962	133,623	+ 8.5
Rhode Island	14,384	12,647	+13.7
Utah	14,806	13,437	+10.2
West Virginia	29,621	28,631	+ 3.4

South Dakota gasoline consumption during February was 15,627,000 gals., an increase of 13.1% over the February, 1949, figure of 13,808,000 gals.

Twenty-four Diesel locomotives costing $2,917,000 have been ordered by Boston & Maine Railroad for delivery next fall. The move will mean complete Dieselization of the road's territory north of Concord, N. H., and also that about 98% of its freight ton miles will be handled by Diesel power.

Operations at Maritime Oil Co.'s 5,000 b/d refinery in Houston are being resumed June 1, running about 2,500 b/d of crude. One of several Texas and Louisiana Gulf Coast Independents which curtailed operations or shut down several months ago, Maritime will at first produce gasoline, burning oils and heavy fuel, but not kerosine.

Louisiana's crude oil allowable for June will be 591,135 b/d, an increase of 51,218 b/d over the May average. According to Conservation Commissioner S. L. Digby, most of the hike has been allocated to South Louisiana.

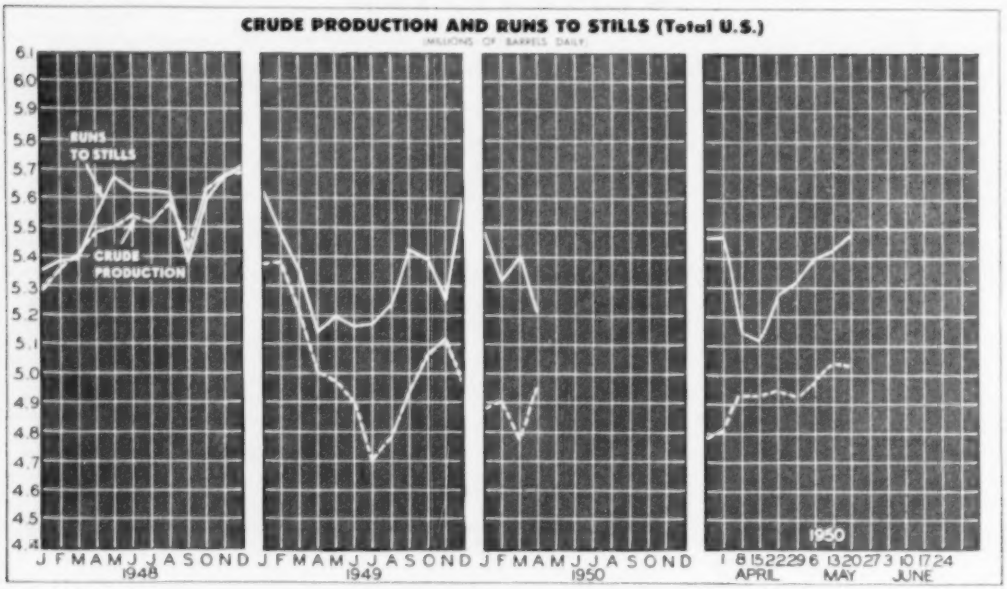
Construction of a 1,250 b/d Perco reforming unit has been completed by Shallow Water Refining Co., of Garden City, Kans. Plans also call for construction of a new polymerization unit, slated to start Sept. 1.

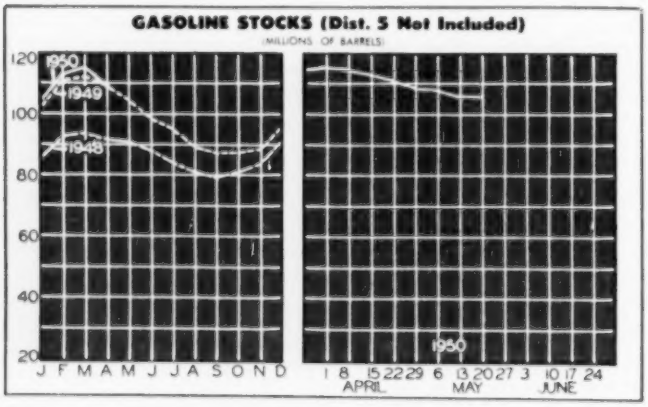
Death

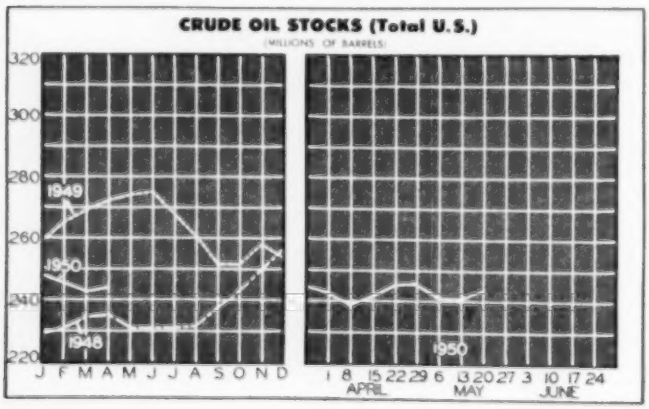
C. M. McNutt of McNutt Oil & Refining Co., El Paso, Tex., died recently at Lomita, Calif. Mr. McNutt was chairman of the board of the McNutt company, refiners, transporters and marketers in Western Texas.

Photo Credits

P. 27—U. S. Army photograph.
P. 32—Nelson Associates, Inc., Detroit, Mich.







Crude Oil Stocks

(Bureau of Mines figures in thousands of barrels)

	May 13	May 20	Change from May 13
Pennsylvania Grade	2,866	*2,901	35
Other Appalachian	1,797	1,807	10
Lima-Mertigan	801	822	21
Illinois-Indiana	8,056	8,197	141
Arkansas	2,908	2,923	15
Kansas	9,425	9,382	— 42
Louisiana:	15,151	15,193	42
North	3,346	3,522	176
Gulf	11,805	11,671	—134
Mississippi	2,375	2,466	91
New Mexico	5,863	5,974	111
Oklahoma	26,862	26,346	—516
Texas:	*109,707	110,490	783
East Texas	14,797	14,905	108
West Texas	38,891	40,322	431
Gulf Texas	27,340	27,827	487
Other Texas	*27,679	27,346	—333
Panhandle	3,994	3,927	— 67
North	7,896	7,616	—280
South	7,491	7,268	—223
Other	8,298	8,535	237
Rocky Mountain	13,238	13,344	106
California, incl. heavy	36,520	36,886	366
Foreign	6,293	6,292	— 01
Total crude stocks in U. S.	*241,773	243,024	1,251
Total located in Bureau of Mines East Coast District	11,293	11,618	325

* Revised.

Penna. Crude Runs to Stills

(Compiled by National Petroleum Assn., from reports of oil companies refining Penna. Grade Crude. Figures in B.d.)

Week Ended May 20, 1950	Week Ended May 13, 1950	Week Ended May 21, 1949
59,539	62,798	58,223

REFINERY OPERATIONS

(*American Petroleum Institute figures in thousands of barrels of 42 gallons each. Figures include reported totals plus estimate of unreported amounts and are therefore on a Bureau of Mines basis.*)

Districts	Crude Runs to Stills: Daily Average Week Ended May 20	Crude Runs to Stills: Daily Average Week Ended May 13	% Operated Week Ended May 20	% Operated Week Ended May 13	Gasoline Production of Refineries for Natural Blended Week Ended May 20	Gasoline Production of Refineries for Natural Blended Week Ended May 13	Kerosine Production Week Ended May 20	Kerosine Production Week Ended May 13	Gas Oil & Dist. Fuel Oil Production Week Ended May 20	Gas Oil & Dist. Fuel Oil Production Week Ended May 13
East Coast	981	910	87.5	90.5	2,711	2,548	271	211	1,339	1,414
Appalachian (Dist. 1)	97	102	82.2	86.4	276	291	30	42	100	77
Appalachian (Dist. 2)	73	72	97.5	96.0	247	236	37	30	65	62
Ind., Ill., Ky.	995	1,003	88.1	88.8	3,699	3,689	427	433	1,056	1,111
Okla., Kans., Mo.	491	454	91.6	85.7	1,816	1,812	113	134	715	647
Inland Texas	207	218	74.7	78.7	1,032	1,021	90	74	187	238
Texas Gulf Coast	1,125	1,196	71.1	69.9	3,896	3,758	602	572	1,740	1,698
Louisiana Gulf Coast	469	466	102.4	101.7	1,793	1,579	392	364	736	733
No. La. & Arkansas	70	73	72.0	76.0	185	163	58	51	89	99
Rocky Mt. (Dist. 3)	13	15	86.7	100.0	50	54	3	3	13	13
Other Rocky Mt. (Dist. 4)	154	146	70.0	66.4	566	586	30	30	221	189
California	802	835	75.2	78.3	2,408	2,624	39	65	879	894
Total U. S.	*5,477	5,427	83.2	82.5	18,580	18,264	2,140	2,047	7,009	7,177
U. S.—B. of M. Basis	5,397		83.7		18,230		1,770		6,177	
East of California	4,675	4,592	84.8	82.3	16,172	15,646	2,101	1,982	6,189	6,283

* Includes 183,000 bbls. foreign crude runs.

Districts	Residual Fuel Oil Production Week Ended May 20	Residual Fuel Oil Production Week Ended May 13	Total Stocks Kerosine Week Ended May 20	Total Stocks Kerosine Week Ended May 13	Total Stocks Gas Oil and Distillates Week Ended May 20	Total Stocks Gas Oil and Distillates Week Ended May 13	Total Stocks Residual Fuel Oil Week Ended May 20	Total Stocks Residual Fuel Oil Week Ended May 13	Stocks of Finished and Unfinished Gasoline Week Ended May 20	Stocks of Finished and Unfinished Gasoline Week Ended May 13	Per Cent Daily Refining Capacity Reported Week Ended May 20
East Coast	1,535	1,386	5,001	5,228	9,745	9,191	9,370	9,365	26,713	26,443	100.0
Appalachian (Dist. 1)	71	80	304	296	475	438	291	286	2,469	2,508	98.8
Appalachian (Dist. 2)	105	101	69	78	133	116	145	107	978	938	97.3
Ind., Ill., Ky.	1,046	1,018	2,494	2,192	5,064	4,669	2,487	2,561	25,421	26,219	90.5
Okla., Kans., Mo.	409	414	791	838	3,077	2,674	936	879	13,639	13,997	82.8
Inland Texas	286	291	260	299	772	800	687	686	3,588	3,682	81.5
Texas Gulf Coast	1,522	1,631	2,134	1,925	5,951	6,151	3,747	3,764	19,045	19,355	97.2
Louisiana Gulf Coast	358	432	2,096	1,951	2,566	2,820	1,904	1,879	6,077	6,148	98.1
No. La. & Arkansas	94	96	271	238	495	325	192	194	2,815	2,948	72.8
Rocky Mt. (Dist. 3)	19	20	25	25	52	47	31	31	120	118	25.1
Other Rocky Mt. (Dist. 4)	208	210	295	288	1,375	1,342	483	405	5,083	5,206	88.7
California	1,778	1,998	833	838	9,737	9,561	19,107	19,206	18,711	18,544	91.1
Total U. S.	7,435	7,707	14,648	13,916	39,452	38,139	39,330	39,255	†124,669	125,851	92.9
U. S.—B. of M. Basis	8,354		20,864		54,351		62,884		‡126,787		
East of California	5,657	5,706	13,813	13,058	29,695	28,578	20,223	20,050	105,958	107,307	93.3

Unfinished gasoline stocks included are: (†) 8,054,000 bbls.; (‡) 8,299,000 bbls.

Crude and Condensate Production

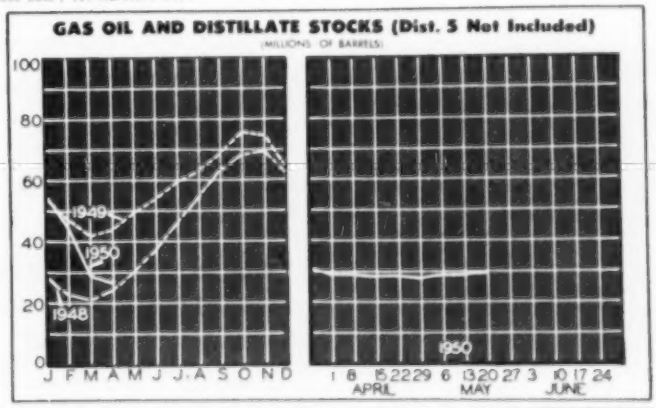
(API figures in barrels daily)
Week ended May 20

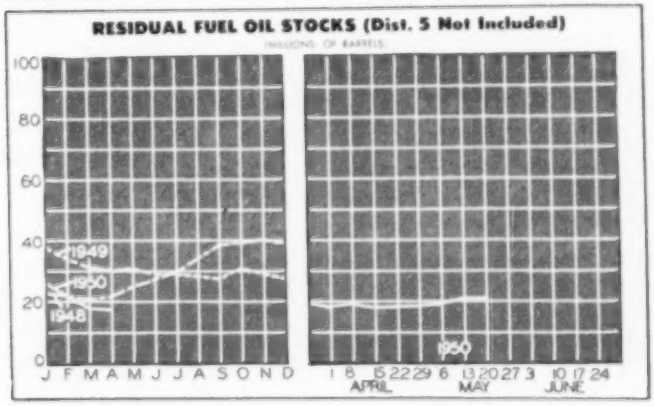
State	Crude & Condens.	Change from Previous Week
*New York-Pa.	43,550	+ 150
Florida	700	— 350
*W. Virginia	8,550	+ 800
*Virginia	100	
*Ohio—S. E.	5,500	+ 250
Ohio—Other	4,000	
Indiana	20,200	+1,250
Illinois	174,500	+4,300
Kentucky	26,400	+ 300
Michigan	46,300	—2,200
Nebraska	** 1,450	+ 100
Kansas	** 279,500	— 750
Oklahoma	** 413,700	+7,100
Texas:		
Dist. 1	27,450	
Dist. 2	124,000	+ 50
Dist. 3	296,400	+ 400
Dist. 4	107,500	+ 50
Dist. 5	31,850	
East Texas	262,000	
Other Dist. 6	87,900	
Dist. 7-B	67,100	
Dist. 7-C	58,650	+ 300
Dist. 8	640,500	
Dist. 9	120,100	
Dist. 10	91,450	
Total Texas	2,123,000	+1,000
North La.	134,600	+ 20
Coastal La.	414,200	+ 500
Total La.	548,800	+ 550
Arkansas	82,900	—1,150
Mississippi	106,700	+ 700
Alabama	1,750	+ 50
N. Mex.—S. E.	124,900	
N. Mex.—Other	350	
Wyoming	154,500	—6,400
Montana	29,000	—1,100
Colorado	91,300	+2,900
Utah	3,000	— 100
California	802,300	— 400
Total U. S.	5,117,250	— 900
*Penna. Grade crude incl.	57,700	+1,200

Breakdown of condensate production which is included in above table is as follows:

Arkansas	4,150	Texas	24,500
No. La.	33,400	Wyoming	300
Coastal La.	13,600	California	2,600
Mississippi	3,350		

**Okla., Kans., Neb. figures are for week ended 7 a.m. May 18, 1950.





Survey Reveals 60% of Car Owners Look for Service in Station Choice

The importance of station service in building sales volume is stressed in results of a recent survey by Esso Standard Oil Co. of thousands of motorists. Sixty per cent of motorists interviewed said they liked the station they patronized because of the service given.

An article in the April, 1950, issue of *The Esso Dealer* gives the following highlights from the survey, which included questioning of both Esso and other company customers:

1. The dealer and his relations with the motorist, plus the performance of the product he sells, are two principal factors causing 66% of the motorists to buy one brand regularly from one particular dealer's station.

2. Of the motorists interviewed, 30% said they changed from one station to another because they liked the new dealer better, while 15% said they changed because they liked the better gasoline performance.

3. Questioning of motorists receiving direct mail advertising from Esso dealers revealed the following reasons for patronizing one particular station:

Personal relations with the dealer—45%.
Convenient location—37%.
Good service—34%.
Liking the product—21%.

4. Reasons given by motorists for particularly liking the station they patronized were:

Service given—60%.
Personality of dealer or attendant—49%.
Brand of gasoline sold—49%.
General clean appearance of station—22%.

5. Preferences for car service were given by the following percentages of motorists:

Lubrication—82%.
Battery service—68%.
Tire repairs—66%.
Car washing and polishing—40%.

6. When asked what attracts them to a station when on a trip, motorists replied:

Brand of gasoline—59%.
Appearance of station—52%.
Reputation for clean rest rooms—39%.
Easy to drive in and out—30%.
Maps and touring service—12%.
Credit card service—11%.

7. The following percentages of motorists wanted to buy various TBA items at their service station:

Antifreeze—75%.
Batteries—44%.
Tires and tubes—37%.
Other accessories—20%.

8. Motorists wanted the following services from attendants when driving into a station:

Wipe windshield—86%.
Check motor oil—81%.
Check water in radiator—77%.
Check air in tires—72%.
Check battery—56%.
Inform motorist of burned-out bulbs, worn fan belt, etc.—40%.

9. Motorists habits were summarized as follows:

Buy one brand regularly from one particular station—66%.
Buy one brand but not from one station—16%.
Buy from one station, but not a particular brand—3%.
Buy neither any brand regularly nor from a particular service station—15%.

10. In answering the question, "What qualities should a good gasoline have?" motorists made these replies:

More, better mileage—23%.
Fast pick-up, power, speed—20%.
Good starting—13%.
No knocks, anti-knock—7%.
High octane, high test—6%.
Little carbon, free from carbon—5%.

Jobber Uses 500-Mile Free Lubrication Offer To Build Traffic, Gain 'Repeat' Customers

"Just another of those ideas that seem to click once in a while with the customers," is the way Ralton O. Jarvis, of Jarvis Oil Co., jobber of Skelly products at Atkinson, Nebr., describes his 500-mile free car service program. Jarvis offers free lubrication of tie rods, drag links, king pins and spring shackles after each 500 miles on a motorist's speedometer.

To promote its program, the company gives car owners a card after inserting in blank space the speedometer reading, plus 500 miles. When the new mileage total is reached, motorists are invited to return to a Jarvis station for the free lubrication job (see card reproduction below). Mr. Jarvis notes that use of the cards "has gone a long way toward doubling" his traffic.

Reverse side of the card carries a message to motorists whose cars have just been checked. Largest type reads:

"We have given careful attention to these 50 points in the lubrication service that we have just completed for you—" This is followed by a numbered list of 32 points lubricated, eight points checked, and 10 points cleaned. Latter two categories offer ample opportunity for TBA and specialty sales.

Listed under "points checked" are: transmission, differential, battery, tires, spare tire, shock absorbers, crankcase and radiator.

"Points cleaned" include: air clean-

THIS IS YOUR 500-MILE FREE SERVICE CARD THAT MEANS EXTRA PROTECTION FOR YOUR CAR

License No. _____ Owner _____

When your speedometer reads _____ miles, return your car to us for lubrication of points requiring 500-mile attention.

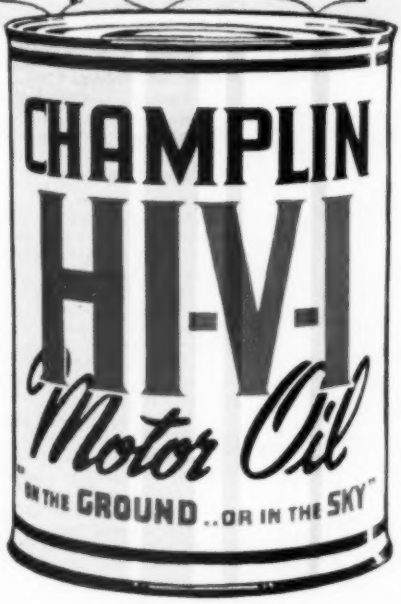
FREE 500-MILE LUBRICATION OF THESE VITAL POINTS:
TIE RODS
DRAG LINKS
KING PINS
SPRING SHACKLES

EXTRA PROTECTION AT NO EXTRA COST

Certain points on your car should be lubricated every 500 miles. We realize that a complete lubrication job every 500 miles is not essential, therefore we include as a part of the service we have just completed for you, this 500-mile FREE service card for the points listed at the left. You must present this card when you bring your car.

Lubrication Service By Jarvis Means That Vital Points On Your Car Are ALWAYS Properly Lubricated

Free lubrication card offered motorists by Jarvis Oil Co., Atkinson, Nebr. Measuring 3½ x 5½ in., the card helps bring customers back by reminding them that "certain points on your car should be lubricated every 500 miles." Small type continues: "we realize that a complete lubrication job every 500 miles is not essential, therefore we include as a part of the service we have just completed for you, this 500-mile FREE service card for the points listed . . ." (tie rods, drag links, king pins and spring shackles)



HI-V-I
Means
HIGH VISCOSITY INDEX

AMONG MOTOR OILS ITS...

CHAMPLIN HI-V-I

HI-V-I is refined from 100% pure Mid-Continent crude, in one of the world's largest independently owned refineries. Dual-solvent processed, with an added detergent, HI-V-I has little carbon residue . . . a low-pour cold test and high viscosity index.

Uniform quality is assured by refinement in one large, modern refinery, under rigid specifications.

The Champlin Refining Company offers a reliable source of supply to dealers in the middle west. Write for information on available dealerships . . . do it today!

Complete warehouse stocks of HI-V-I are available at:
Enid, Okla.; Oklahoma City, Okla.; Hutchinson, Kans.; Superior, Nebr.; Omaha, Nebr.; Grand Island, Nebr.; Lincoln, Nebr. Mason City, Ia.; Rock Rapids, Ia.; Denver, Colo.; Amarillo, Texas.

A PRODUCT OF THE
CHAMPLIN REFINING COMPANY, Enid, Okla.
Producers, Refiners, Distributors of Quality Petroleum Products Since 1916

CHAMPLIN

er, carburetor, sparkplugs, upholstery, floors vacuumed, windshield, door glasses, rear glass, battery and trunk.

Jarvis Oil is also promoting its company name and service through the use of "advertising checks." These are regular checks for draft on Jarvis' checking account with the First National Bank in Atkinson. Bearing the name Jarvis Oil Company in big red letters, the checks list products sold—gasoline, lubricating oils and greases, fuel oils, tires, and home and automobile supplies. Also in red is the offer: "bumper-to-bumper service for automobiles and trucks."

Ralton Jarvis, 42, has been in the oil business since 1932. For 12 years he was a station operator, and has been a jobber for the past six years. A native of Atkinson, he has been a member of the city council for 18 years and is vice president of the local Lion's Club.

Asks 'Full-Tank Test'

California Oil Co. will be urging motorists throughout the summer to try "the full-tank test," stressing this theme in the biggest advertising and point-of-sale merchandising program in its four-year history.

Ads carrying distributors' signatures will run in more than 100 newspapers from Maine to Virginia and as far west as Buffalo. Also to be used are outdoor posters, and radio and television spot advertising. Dealers will have promotional material encouraging motorists to keep mileage records.

Caps Made Salesmen

Standard of Indiana dealers in the Milwaukee area helped make customers premium gasoline conscious during the 1950 campaign pushing White Crown gasoline by wearing credit card mailing pieces on their uniform caps. Mailing piece, which bore the slogan, "1950 White Crown—the best winter 'gas' you can buy," was folded and fastened to caps with rubber bands.

Annual Report Ad

Cities Service used newspapers in 37 states and the District of Columbia and 14 magazines during the two-week period beginning April 11 to carry a message based on the company's annual report to an estimated 21 million readers.

Ad copy contained five panels of seven photographs each to emphasize data on exploratory and drilling operations, oil and gas reserves, transportation, refinery operations and marketing. Financial highlights for 1948 and 1949 were compared in the text.

A letter has been mailed to employes from the company including a reproduction of the ad, a list of newspapers and magazines carrying it. The letter points out that the ad has the double purpose of calling attention to Cities Service products and describing the entire company's part in the American way of life.

Oil Story for Children

An example of how telling the oil industry's story at the grass roots level pays off in better relations with the public has been given by Standard of Indiana's dealer Bob Thibault of St. Paul, Minn.

Following his sponsorship of a showing of a color cartoon film, "The Inside Story of Lubricating Oil," before grade school students, Mr. Thibault reports that parents increased patronage of his station. He also received several letters from students with such comments as:

"We enjoyed the movie you sent to us. . . It tells us how much we need oil and gas to run our United States. We would like it very much if your oil company would send us more good movies like that was."

Another student wrote: "I hope very soon that someone will come again to show us more. . ."

Courtesy Campaign

Example of how dealers can take advantage of increased sales offered by out-of-city and out-of-state motorists is given by Aetna Oil Co. in its publication *Aetna Oval*. Referring to Kentucky's current "home coming year," article stresses the value of courtesy, and points out dealers should be able to do the following "without hesitation":

1. Know definitely the distance to adjoining towns or cities.
2. Recommend the best eating places.
3. Know and give intelligent information regarding places of historical interest.
4. Know and offer directions to recreation centers for fishing, etc.
5. Be polite.

Distributors Hear Plans

The 1950 advertising program of Richfield Oil Corp. of New York was outlined to over 400 distributors and their representatives at a series of meetings held recently in Boston, Philadelphia and Syracuse, N. Y. Richfield, which operates entirely through Independent distributors, plans to make 1950 its biggest postwar advertising year.

The campaign will include:

1. Sponsorship of the radio mys-

"A KIND REQUEST TO OUR SUPPLIERS"

We have been informed that persons not authorized by Petroleos Mexicanos claim to be agents or brokers for the purchase of material and equipment for the Mexican petroleum industry, in some cases to be paid by means of long usance draft or promissory notes issued by Petroleos Mexicanos. We hereby wish to confirm that Petroleos Mexicanos does not employ or authorize the services of any intermediaries to effect purchases for our account as all supplies are bought by our Central Material Department, Mexico City, or by our New York General Agency at 74 Trinity Place, New York. Petroleos Mexicanos therefore requests that any person claiming to be our representative for the purpose of buying materials or supplies for our account should be identified by the proper documents bearing the signature of our General Managing Director, Senator Antonio J. Bermudez.

PETROLEOS MEXICANOS

Mexican Petroleum Industry

tery-drama, "Escape," over 34 stations in Richfield's marketing area.

2. Oil trade paper advertising.

3. Free supply to distributors and dealers of the company's 32-page "Richfield Baseball Book," to be used as a customer hand-out piece.

4. Enlargement of the company's co-operative advertising.

5. Promotion in advertising of the gasoline component "Xylene," used in both Richfield's Hi-Octane and Ethyl gasolines.

Principal Richfield speakers at the meetings were Marc F. Braeckel, president; Fred H. Meeder, vice president; Ralph Glock, sales manager; Howard G. Meyers, assistant to the president; Ben N. Pollak, sales promotion manager; and Alex C. Sommers, manager of lubrication sales.

Mass Film Audience

Almost nine million persons saw films made available by Standard Oil of California during 1949. With a library of more than 65 films, Standard maintains a staff of 14 motion picture representatives serving 12 marketing districts. Subjects covered by the institutional films include travelogues, sports, educational and industrial stories and special features.

Standard's motion picture box score, for 1949 and 1948 appearing in its publication *The Standard Oiler*, is as follows:

California Standard Film Showings

	1949	1948
Showings		
Company conducted	7,500	7,200
Films on loan with schools and others	21,400	8,200
Television	115	8
Audience		
Company conducted	1,068,000	1,046,000
Films on loan with schools and others	3,342,000	987,000
Television	4,572,000	410,000

Poster Prize Contest

Pure Oil Co. has focussed distributors' and dealers' attention on the value to them of the company's outdoor advertising by conducting a Highway Poster Judging Contest. Sponsored by the advertising department, the recently-completed contest required judging six posters in order of excellence. Among cash winners in matching posters with a board of advertising experts were 13 men and women who are dealers, distributors, jobbers or their employes. Other 14 winners were Pure employes. Prizes ranged from $5 to $100.

Samples for Selling

The value of showing samples in selling the farm market is pointed up in a recent issue of Standard of Indiana's publication, *The Standard Bearer*. Article describes the sales methods of a company agent who carries samples of grease and oil in well-polished glass tubes, so that customers can see what they're buying. Agent M. J. Wamhoff, Canon City, Colo., asserts the job of selling is "ten times easier" if a prospective customer is given an "attractive sample" of the item being sold.

Tax Slip Postcards

Pure Oil Co. is making it easy for dealers to obtain "Courtesy Tax Slips" to inform customers how much tax they are paying on gasoline. Postcard attached to front page of the company dealer publication, *The Pure Globe*, is addressed to Pure's Chicago office. Back of card is for dealer's address and request for free supply of the tax slips.

Soap Pads for Whitewalls

Richfield Oil Corp. of New York is recommending that dealers clean whitewall tires on the driveway with soap pads commonly used by housewives in the kitchen. Company also points out:

"A vacuum cleaner on the pump island will clean your motorist's car floor in no time . . . but don't think he won't notice it."

About Oil People

Mr. Holmes

Mr. Lillja

R. T. Holmes will become division manager of Humble Oil's West Texas sales division on Aug. 24. Mr. Holmes, who is now operations manager of the West Texas sales division, started with Humble in 1927 as a warehouseman. He served as cashier, agent, supervisor, zone salesman, industrial salesman and assistant district manager before his appointment in 1949 to division operations manager.

Mr. Holmes will be succeeded by **E. C. Pendery, Jr.**, who is now division maintenance engineer.

H. A. Lillja will become division manager of the Southwest Texas sales division for Humble on July 17. Mr. Lillja started in the oil business in 1912 as a clerk for Bonner Oil Co. in Houston. He was an agent for Bonner at Alexandria, La. from 1913 until 1919, when Humble Oil took over the Bonner company. Mr. Lillja's present position is assistant division manager of Humble's Southwest Texas sales division.

Other recent appointments at Humble: **P. E. Nicol**, former Southwest Texas division operations manager was promoted to assistant division manager. **C. S. Reynolds**, former Corpus Christi district manager was promoted to division operations manager at Corpus Christi. Succeeding Mr. Reynolds as district manager at Corpus Christi is **J. Ben Whittenburg**, former district manager of Southeast Texas. **W. L. Kindle**, former manager of the Rio Grande Valley district was made manager of the Austin district. **D. C. Perkins** succeeds Mr. Kindle as manager of the Rio Grande Valley district. Mr. Perkins was formerly with the Southwest division as an industrial lubrication engineer.

* * *

C. A. Breen has been made manager of the liquefied petroleum gas sales division of Esso Standard.

Mr. Breen has been with Esso Standard and affiliates for 26 years, starting as yard assistant at the company's Englewood, N. J., plant. In 1930 he became manager of fuel oil sales in New Jersey and in 1937 he joined Sylvestre Oil Co., a marketing affiliate of Esso, as vice president and director. He was transferred to Esso Standard in 1942 where he held the position of assistant division manager of the New York sales division. In 1944 he returned to Sylvestre as president and served in that capacity until 1949, when he was made assistant manager of cargo and marine sales for Esso.

* * *

A. C. McLoon Co., of Rockland, Me., is now distributing Shell products. The company had been Texaco distributors.

Four other new Shell distributors in Maine are: **Thompson Oil** of Houlton, **E. W. Larkin** of Caribout, **Paradis Bros.** of Van Buren and **Sturgeon Bros.** of Lincoln, a former Richfield distributor.

Reginald Greenlaw, former Tide Water distributor at Stonington, Me., began distribution of Socony-Vacuum products on May 1st.

* * *

James Tanham, a vice president of The Texas Co., looks at the plaque he received as the 1950 Achievement Award of the New York Personnel Management Assn. The award is presented annually for outstanding contributions to the field of personnel administration

* * *

E. V. Murphree, president of Standard Oil Development Co., has been elected to membership in the National Academy of Sciences, which was founded in 1863 and which is composed of leading scientists, engineers and physicians. The academy was incorporated by Act of Congress and under the act serves to report upon any subject of science whenever called upon by any governmental department.

* * *

Beverly S. Clendenin has been appointed executive secretary of the Utah Petroleum Industries Committee.

Mr. Clendenin is a member of the law firm Fabian, Clendenin, Moffat and Mabey of Salt Lake City. He received his legal training at the University of California and was admitted to the California bar in 1915 and the Utah bar in 1919.

Mr. Clendenin is a member of the American Bar Assn., the Utah State Bar and the Salt Lake County Bar Assn., and is past president of the Salt Lake Chamber of Commerce and a former member of the Salt Lake City School Board.

* * *

Robert E. Wilson, board chairman of Indiana Standard, will address the commencement class at the College of Wooster, his alma mater, in Wooster, Ohio, on June 12. Dr. Wilson's daughter is a member of the class of 1950.

* * *

S. N. Bell of Continental Oil is chairman of the Utah Petroleum Industries Committee.

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YOU'RE BACKED BY *EXPANDING*

Ashland

TRANSPORTATION

Independent jobbers and dealers can always count on prompt delivery of refined products to their various markets. We have not only increased our extensive water transportation fleet, but have strengthened our network of pipelines, trucks and railroad tank cars. Many new distribution terminals in strategic locations were completed in the past year. Others will be built and enlarged during 1950.

We invite inquiries from independent jobbers in our marketing area interested in either Ashland Flying Octanes gasoline and supporting activities, or in a private-brand operation under our Independent Quality Service program. Write for free, illustrated brochures.

Ashland Oil & Refining Company

Home Office: Ashland, Kentucky

614 Park Bldg.
Pittsburgh, Pa.

1013 Federal Reserve Bank Bldg.
Cincinnati, Ohio

Standard Bldg.
Cleveland, Ohio

1005 Dumesnil St.
Louisville, Ky.

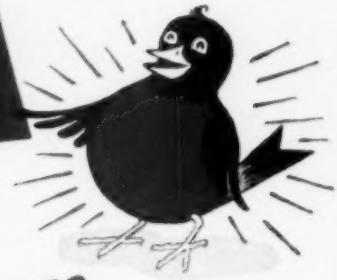
2500 Broadway
Evansville, Ind.

Rural Route #4
Paducah, Kentucky

5 East Main St.
Nashville, Tenn.

PRODUCING · TRANSPORTING · REFINING · MARKETING

Round Robin



TRUCK DISTRIBUTION

Your LCL deliveries are pooled with ours to give you CARLOAD cost on fast movement via *our own* trucks. Speedy, economical "ROUND ROBIN" service.

PLUS **BARGE MOVEMENT... PACKAGING... and BLENDING...**

GIVES YOU...

1. LOWER DELIVERED COST
2. 50% LESS INVENTORY
3. FASTER TURNOVER
4. LESS SHIPPING DAMAGE
5. LESS "RED TAPE"
6. SPEEDY SERVICE*

*Round Robin Routing generally means delivery at destination within 96 hours after receipt of your order!

Remember Prairie States' has the most modern equipment for compounding and packaging lubricating oils and anti-freezes . . . in your containers or ours . . . both canning and barreling . . . using your materials or ours. All controlled by Prairie States' modern testing laboratory.

WRITE, PHONE or WIRE FOR FULL DETAILS.

ANTI-FREEZES
ALCOHOL, GLYCOLS AND CHEMICALS
•
MOTOR OILS
•
TRANSMISSION and BRAKE FLUIDS
•
SPECIALTY PRODUCTS

PRAIRIE STATES
OIL & GREASE CO. DANVILLE ILLINOIS